

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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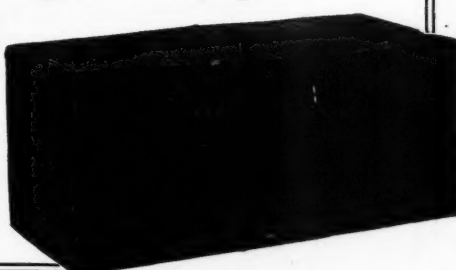
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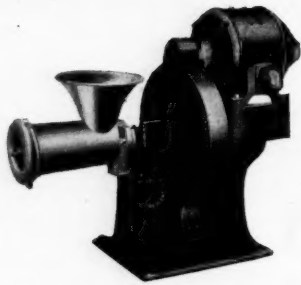
BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

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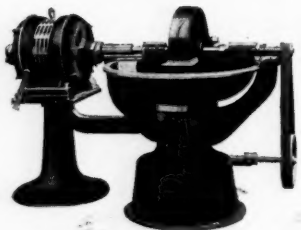
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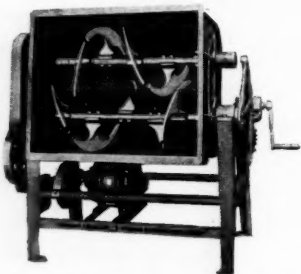
Careless Handling of Sausage Casings Described on page 27



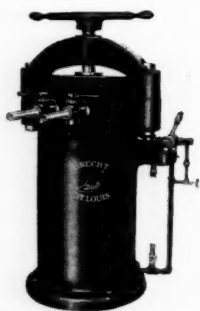
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1853 WE KEEP FAITH WITH THOSE WE SERVE 1923

# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Vol. 69.

Chicago and New York, August 25, 1923.

No. 8.

## Figuring Meat Packing Costs

**Changed Conditions Make More Careful Methods Necessary—A Series of Representative Tests Are Offered by THE NATIONAL PROVISIONER for Guidance**

### II—A Test for Frankfurt Sausage

This is the second of a series of special tests obtained by THE NATIONAL PROVISIONER for the use of packers and sausage manufacturers in figuring their finished costs—in other words, something simple that will enable them to tell at a glance "where they are at!"

The first test was the "Short Form Hog Test," published by THE NATIONAL PROVISIONER on April 21, 1923, which enables a packer to figure his profit or loss per hog or per hundredweight each day.

Demands for copies of this test have come in by the thousands from all over the United States and Canada, and even from abroad. While not claimed to be perfect, it has been a guide to many a packer and has often set him on the right road.

As was said by THE NATIONAL PROVISIONER when this hog test was offered, old-time methods of operating a packing plant have not worked out as they used to before the war.

Conditions have changed—in buying, manufacturing and selling—and the old way of doing things is no longer safe to follow. Ever-advancing labor and supply costs alone, without regard to other elements, make necessary constant revision of finished costs in all kinds of packinghouse products.

#### A Frankfurt Sausage Test.

The second in the series of guide tests offered by THE NATIONAL PROVISIONER is a "Frankfurt Sausage Test."

We have not attempted to publish a finished frankfurt sausage test, but rather a convenient form for making your own tests. The yields might be termed average yields; and there will, of course, be some variation in the different meats, ac-

cording to the meats used, temperature, etc.

In making a test as a basis for arriving

at finished costs, many overlook the fact that as a rule a test is made under ideal circumstances. Special attention is paid

### Test Costs on Frankfurts in Sheep Casings

The test here given for figuring costs on frankfurts in sheep casings is that used by a successful operator, and is believed to be a safe guide for any sausage-maker in figuring his finished costs, keeping in mind the conditions just referred to.

70 lbs. beef @ ....c per lb.....	\$—
60 lbs. pork @ ....c per lb.....	\$—
20 lbs. hearts @ ....c per lb.....	\$—
Meats, 150 lbs.....	\$—
Stuffed weight.....	\$—
(This is the weight obtained after adding spices, curing materials, water, etc., and stuffing into casings. This weight will vary, but on the basis of 150 lbs. of meats used, will be approximately 200 lbs.)	
Shipped weight.....	\$—
(This is the actual weight of the finished product shipped. Shrinkage from stuffed weight to shipped weight will vary, but the loss in smoking, cooking, chilling, breakage, etc., will approximate 20%; i. e., 150 lbs. meat will produce about 160 lbs. frankfurts, actual shipped weight.)	
Meat cost, per cwt., shipped.....	\$—
(This figure is obtained by dividing the actual weight of frankfurts shipped into the cost of the meat used.)	
Spice cost, per cwt., shipped.....	\$—
(This figure represents the actual cost of spice and curing material used.)	
Casing cost, per cwt., shipped.....	\$—
(This figure represents the actual cost of the casings used. Care should be taken to make proper allowance for breakage and waste at the stuffing table.)	
Labor cost, per cwt., shipped.....	\$—
(This figure represents the cost of manufacturing, packing, loading, etc.)	
Supply cost, per cwt., shipped.....	\$—
(This figure represents the cost of cartons, boxes, string, paper, etc.)	
Supervision and overhead, per cwt., shipped.....	\$—
(In establishing this figure care should be taken to see that proper charges are made covering the actual cost of such items as casualty expense, refrigeration, icing, steam, power, taxes, repairs, depreciation, insurance, administrative, buying, selling, advertising, etc.)	
Interest cost, per cwt., shipped.....	\$—
(This figure should include interest on investment in land, buildings, machinery; also interest on inventory and customers' accounts.)	
Cost per 100 lbs., frankfurts, shipped.....	\$—



to the weighing of the product, the checking of the actual time or labor consumed or incurred on the test lot.

Cooking and smoking shrinkages are, no doubt, followed more closely as a rule on a test lot than would be possible in the average packing plant in ordinary daily operation. Therefore, it is fair to presume that the finished cost shown on a special test would probably be somewhat less than actual daily costs.

There is also the risk that finished costs based on the chilled test weight might prove misleading, for the reason that there is what is known as a hanging or selling shrink between the time the sausage is finished and actually weighed up for delivery or shipment. This hanging or selling shrink would probably average at least

2 per cent. And, unless the sausage is sold promptly, this percentage of shrink may be even more.

This matter of costs is one of the vital problems of the industry, and THE NATIONAL PROVISIONER will appreciate any suggestions or inquiries regarding this test. It will be the aim to publish tests of this nature on different kinds of packinghouse products from time to time.

(EDITOR'S NOTE.—About a year ago THE NATIONAL PROVISIONER published a "Study of Sausage Costs," accompanied by a sausage test card, prepared by a committee of the best sausage-making experts in the country. This study and test card also have had wide distribution throughout the trade, and have been of immense practical value.

In an early issue THE NATIONAL PROVISIONER will republish this Sausage Cost Study with some important additions relating to the figuring of "fixed costs," which will be a revelation to many small sausage makers. It will show them clearly every item of their fixed costs—and they will be surprised to find how high they are running!)

## Bonus for Hogs Free From Tuberculosis

Losses on hogs condemned and sterilized for tuberculosis during a recent year represented an average loss of about 10 cents per hundred pounds live weight on all hogs slaughtered in the United States under federal inspection. To prevent this great loss the National Livestock Exchange and the Institute of American Meat Packers have endorsed a plan whereby a bonus of 10 cents per hundred pounds live weight will be paid on hogs bred and fed in a county certified by the federal government and the State cooperating as being free from tuberculosis.

In advising members of the Institute of this plan Vice President C. B. Heinemann stated that it was not intended that this bonus should be treated as a part of the price paid. The hogs are marketed and paid for in the regular manner and at the price agreed upon between buyer and seller. Should the owner or commission man later present a certificate from the proper county or state official certifying that the hogs are from a county which has been officially declared to be a modified accredited area, the buyer will then pay by separate remittance a bonus of 10 cents.

Because of the requests for information concerning the bonus system of marketing hogs from districts freed of tubercular cattle a bulletin has been issued by Vice President Heinemann so that all may understand the plan and its operation. This bulletin follows:

At the Thirty-fourth Annual Convention of The National Live Stock Exchange, held in Kansas City, Mo., May 18-20, 1922, the following resolution was adopted:

"Whereas, the records of the United States Division of Meat Inspection show that there has been a pronounced increase in the prevalence of tuberculosis among hogs during recent years, the loss on condemned pork being eventually borne in large part by all shippers, and

"Whereas, a number of counties in various sections of the country have appropriated funds for the purpose of eradicating tuberculosis from all cattle within the county which will result in the elimination of this disease from the hogs in such areas; therefore

"Be it resolved, that The National Live Stock Exchange assembled in annual convention at Kansas City, Mo., May 19, 1922, respectfully urges all buyers to consent to pay a premium above the market price agreed upon in the sale transaction on all carloads of hogs shipped from counties certified by the Federal and State Sanitary Officials as free from tuberculosis, when such a shipment is accompanied by a sworn statement from a duly authorized county veterinarian or other official so empowered, prescribing that the consignments of hogs were bred and fed within a county certified by Federal and State officials as free from tuberculosis, and stipulating further that the hogs to the owner's knowledge have not been exposed to the germs of tuberculosis;

"Be it further resolved, that in view of the fact that the loss on pork condemned for tuberculosis charged against all hogs slaughtered under Federal inspection in the United States during the past six months is nearly 10 cents per hundred pounds live weight, we recommend to all buyers that a premium of 10 cents per hundred above market price be paid on all car lots of hogs produced in a county certified by Federal and State Sanitary Officials under the conditions enumerated above, for the two-year period beginning July 1, 1922. We believe this to be a deserving recognition of the enterprise of the people in all counties which have inaugurated campaigns for the eradication of tuberculosis."

At a later date a meeting was held in Chicago at which a number of large and small packing concerns were represented. That meeting unanimously endorsed the suggested plan and the participating companies agreed to operate thereunder.

In order to bring it clearly before the Institute's membership, Mr. Everett C. Brown, president, The National Live Stock Exchange, was invited to address our 1922 Convention, held in Chicago. This was done October 11, 1922, at the morning session. Those who were so fortunate as to hear Mr. Brown's address need no further explanation of this splendid work.

At the afternoon session the same day the following resolution was brought before the general Convention by the Resolutions Committee and was adopted unanimously:

"Whereas, the losses on hogs condemned and sterilized for tuberculosis dur-

ing the past fiscal year represent an average loss of nearly ten cents per hundred pounds live weight on all hogs slaughtered under Federal Meat Inspection in the United States; and

"Whereas, a recent movement has been inaugurated whereby entire counties are to be made practically free from this infection through the expenditure of funds appropriated for this purpose by the Federal Government, the State and the counties cooperating; and

"Whereas, The National Live Stock Exchange in convention assembled at Kansas City, Mo., May 18 to 20, 1922, unanimously passed resolutions urging all hog buyers in the United States to agree to pay a bonus of ten cents per hundred pounds live weight on hogs bred and fed in a county certified by the Federal Government and the State cooperating as being free from tuberculosis; be it

"Resolved, that the Institute of American Meat Packers in annual convention held in Chicago, October 9 to 11, 1922, gives hearty approval of the payment of this bonus when the proper certificate is presented by the owner or his commission firm at the time of the sale transaction, recognizing the fact that hogs free from tuberculosis are worth approximately ten cents per hundred pounds live weight more than the average run of hogs of the same quality that are being sold at all markets in the United States at the present time.

"We believe this to be a deserving recognition of the enterprise of local communities in various parts of the United States in making an effort to eradicate tuberculosis from cattle and hogs which has been and still is a serious menace to the live stock industry of the United States."

It is not intended that this bonus shall be treated as a part of the price paid, nor is it to be so reported. The hogs are marketed and paid for in the regular manner and at the price agreed upon between buyer and seller. Should the owner or commission man later present a certificate from the proper county or state official certifying that the hogs are from a county which has been officially declared to be a modified accredited area the buyer will then pay, by separate remittance, a bonus of ten (10) cents per 100 pounds.

This certificate does not constitute a guarantee that the hogs will contain no tubercular animals. Moreover, it is only reasonable to expect some signs of the disease for some months after the cattle herds are declared free. It is, however, an incentive to the producers to take steps to free all herds from this scourge.

At the present time five counties in Michigan, two in Tennessee, and ten in North Carolina have been designated as modified accredited areas in that all cattle therein have been tuberculin tested. After three years another test will be made. Further information will be given when requested.

### ST. PAUL YARDS UNDER U. S.

Present jurisdiction of the state of Minnesota over the livestock industry in South St. Paul is terminated in a restraining order signed recently by Federal Judge Wilbur F. Booth, thus returning the stock yards to federal authority.

Federal authority is reinstated under the packers' and stockyards' act of Aug. 15, 1921, and functions heretofore performed by the state now will be handled under specific stipulations laid down under the federal act.



## Packers' Convention to Be Biggest and Best Ever

The eighteenth annual gathering of the meat packing and allied interests of the country—at Atlantic City, N. J., September 17, 18 and 19—promises to be the largest and most worth-while meeting in the history of the industry.

The program for the business sessions of the Institute of American Meat Packers is nearing completion, and will soon be announced. "Dollars and cents value" is to be the keynote of this program, and the speakers will be some of the best men in the business in all departments.

The entertainment program was outlined in *THE NATIONAL PROVISIONER* two weeks ago and its details have been read with great interest. Reservations for hotel accommodations at the Hotel Traymore, convention headquarters, and on the special train from Chicago to Atlantic City, are pouring in. The fact that more ladies have registered than ever before indicates a big crowd.

### Some of the Good Things.

The entertainment probably will be the most complete of any convention yet held. Beginning on Monday, September 17, with a "get-together luncheon" for the ladies in the submarine grill of the Hotel Traymore, it continues with the "Marine Revel" on Monday evening—a dinner, entertainment and dance 1,800 feet out in the ocean, with features never yet offered for the entertainment of packer conventioners.

On Tuesday, September 18, comes the famous annual banquet in the evening, with nationally famous speakers. There is a theater party for the ladies at the same time.

On Wednesday the first annual golf tournament will be held at the beautiful Sea View Golf Club, under the chaperonage of that famous golfer and host, John J. Felin of Philadelphia. The first prizes are the "Herrick Cup" for the low net score and "THE NATIONAL PROVISIONER Cup" for the low gross score. These cups are to be offered each year as a convention feature.

Throughout the entire convention period the ladies will be entertained with chair rides on the famous board walk, and their credentials will entitle them to admission to the entertainment piers, bathing beaches, etc.

Headquarters will be at the Hotel Traymore, where institute and supply association members may register and receive their badges and credentials. Entries for the golf tournament should be made with John J. Felin, chairman, golf committee, 4142 Germantown avenue, Philadelphia, Pa. Reservations for hotel or special train may be made through Vice-president C. B. Heinemann, 509 South Wabash avenue, Chicago, Ill.

### The Special Train.

The special train leaves Chicago on Saturday, September 15, at 12:40 p. m., central standard time, as a section of the famous Broadway Limited on the Pennsylvania Railroad. Parties from the North-

west, West and Southwest may converge at Chicago and join the train here. Other parties will be picked up on the way, and the train will run through to Atlantic City without change, reaching the seashore Sunday morning at 9:30.

Special rates of fare from any part of the country to Atlantic City will be made. Those buying tickets should ask for a certificate with the full fare ticket, and upon presentation of this certificate at Atlantic City upon returning, a rate of one-half fare will be granted. This is the first time any such rate has ever been grafted for a packers' convention. In addition, there will be no excess fare charge on the special train, only the regular fare being required.

This special train will be one of the features of the convention trip. The chairman of the committee is George A. Blair of Wilson & Company, and John W. Hall has been appointed as a special "booster"

committee of one to see that nobody is left behind. Entertainment, souvenirs and stunts are being arranged to make the trip a memorable one. So many attractions are offered that it is said some Easterners are coming West specially to ride back on this train.

### Railroad Rates and Information.

In his bulletin announcing railroad arrangements, Vice-president Heinemann says:

#### To the Members:

We are pleased to advise you that the railroads throughout the United States have granted our request for reduced fares to the Atlantic City convention. These lower rates are to apply only in case the passenger obtains a certificate at the time he purchases his ticket, with a further proviso that a total of 250 certificates are presented for validation.

Here are the exact details in brief form:

1. Buy only a one-way ticket from your home town to Atlantic City via any route you prefer.
2. Get from the ticket agent a

## The Packers' Convention



First you make your reservation.



Then you take your wife and your grip.



And if your "pal" balks, just drag him along.



When you get to the seashore—oh, my! what you see!



And then comes the big banquet! Al Rohe is fixing that up. Wow!



Last of all comes the big time for the golf bugs. If you don't win the cup—well, next year's coming! IF YOU MISS IT YOU'LL BE SORRY!

CERTIFICATE, and do not make the mistake of asking for a "receipt," for a mere receipt is valueless.

3. Preserve the CERTIFICATE and turn it in at the convention registration desk when you register. Be sure it is properly signed by you.

4. Children of 5 and under 12 years of age will require half-fare tickets purchased under the same plan.

5. Inquire of your home agent prior to day of departure so he may get a supply of certificates.

6. The rates apply to employees of members of the Institute and of the American Meat Packers Trade and Supply Association.

7. The rates apply from all points from which the one-way fare is 67 cents or more, so it is of special importance that all Eastern members ask for the certificates.

8. The special agent will be at the Hotel Traymore all day September 18 for the purpose of validating the certificates.

9. If 250 certificates are turned in before 5:30 p. m., Tuesday, September 18, 1923, members may purchase their return tickets, OVER THE SAME ROUTE, at one-half the regular rate. This gives you a round trip at a rate of one and one-half fare.

#### Be Sure to Get Certificate.

10. REMEMBER THIS! Buy your ticket, get a certificate and turn it in at (Continued on page 47.)

#### SUPPLY ASSOCIATION MEETING.

The annual meeting of the American Meat Packers' Trade & Supply Association will be held at the Hotel Traymore, Atlantic City, N. J., on Monday, September 17, at 2 p. m. The supply association is officially co-operating with the Institute in the entertainment plans for the meeting, F. C. Rogers of Philadelphia acting on the local arrangements and entertainment committee as the association representative.

President R. B. Harbison of the supply association has appointed a convention arrangements committee consisting of Vice-president H. L. Harris, of New York as chairman; J. J. Dupps, Jr., of the Cincinnati Butchers' Supply Co., and Paul I. Aldrich of THE NATIONAL PROVISIONER. The following bulletin issued by this committee outlines the business and entertainment program:

#### CONVENTION BULLETIN NO. 1.

To the Members:

The annual convention of the association will be held in conjunction with the convention of the Institute of American Meat Packers at Atlantic City, N. J., September 17, 18 and 19.

Headquarters will be at the Hotel Traymore. Rates for rooms are \$6 to \$14 per day European (\$5 per day additional for American plan). You may reserve your rooms direct with the hotel if you prefer, or you may make your reservations through C. B. Heinemann, vice-president, Institute of American Meat Packers, 509 South Wabash avenue, Chicago, Ill. He will be glad to take care of you.

Annual business meeting of the supply association, Hotel Traymore, Monday, September 17, 2 p. m.

#### The Entertainment.

The entertainment program, in which our members may join, is as follows:

Monday, September 17, 1 p. m.—Ladies' "get-together" luncheon, submarine grill, Hotel Traymore. Complimentary.

Monday, September 17, 7 p. m.—"Marine Revel," a dinner, entertainment and dance for both ladies and men. Held 1,800 feet out in the ocean, with unique features.

Tickets at headquarters desk. Informal.

Tuesday, September 18, 7 p. m.—Annual banquet, at Hotel Ritz-Carlton. Tickets must be obtained in advance. Informal.

Tuesday, September 18, 8 p. m.—Theater party for the ladies.

Wednesday, September 19, afternoon—First annual golf tournament for packers and supply members. Two silver cups and other prizes. Send for entry blank to C. B. Heinemann, 509 South Wabash avenue, Chicago, Ill.

Coupon books entitled ladies to free chair rides, bathing, etc., may be obtained

at registration headquarters, Hotel Traymore.

Special train from Chicago, running as section of the "Broadway Limited," leaving Saturday, September 15, 12:40 p. m., arriving Atlantic City Sunday, 9:30 a. m., without change. For reservations and rates apply to Geo. A. Blair, chairman, 509 South Wabash avenue, Chicago, Ill.

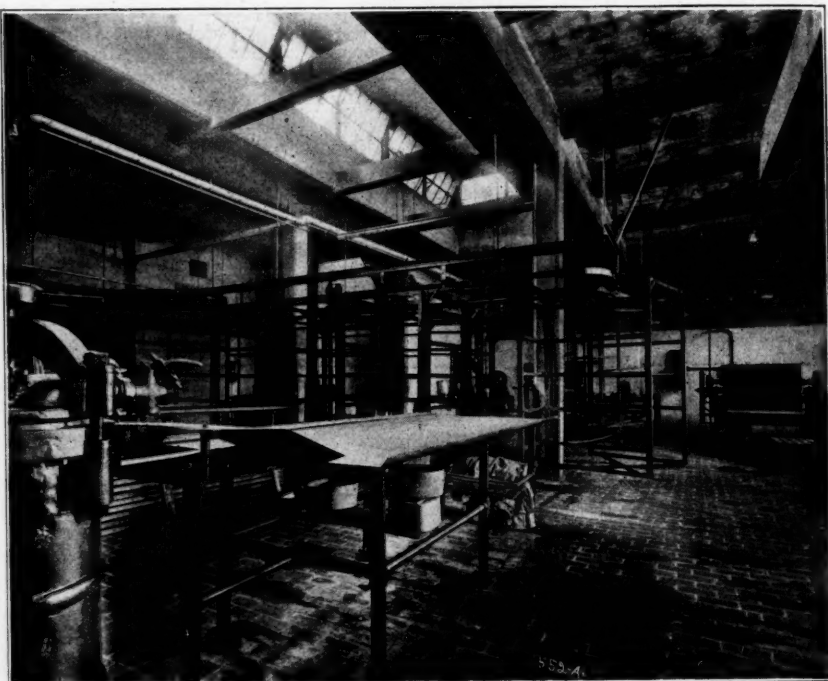
Now, "all pull together" for a big convention.

H. L. HARRIS, Vice-president,

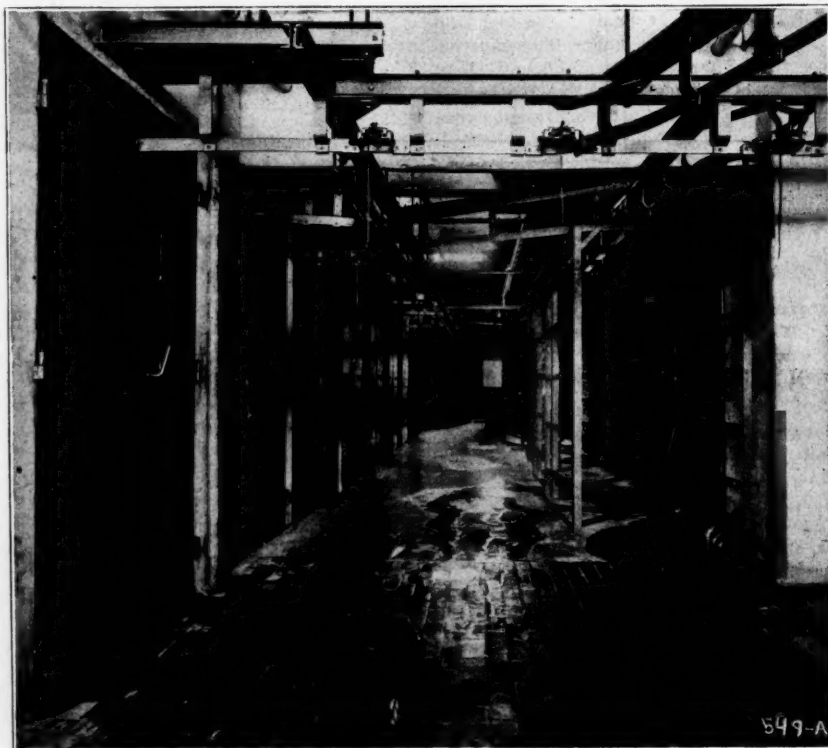
Chairman Convention Committee.

Approved:

R. B. HARBISON, President.



SAUSAGE KITCHEN OF THE PINCUS PROVISION PLANT AT PHILADELPHIA, PA.



SMOKEHOUSE ALLEY OF THE PINCUS PROVISION PLANT.

## A Model Provision Plant

**How a Small Business Grew to Be the Biggest Thing of Its Kind in the Neighborhood—Layout of the Pincus Plant**

The development of the B. S. Pincus wholesale provision plant on North American street, Philadelphia, Pa., into one of the model plants of the East, with a layout that many in the trade might like to follow, is one of the most interesting in the meat business.

This model plant, illustrations of which appear in this issue of THE NATIONAL PROVISIONER, is the final result of the industry and ability of the founder of the business, Bernard S. Pincus. The new plant and its equipment speak volumes for care and thought that have been put into it.

Mr. Pincus started out in the meat business with a small plant, like many others. He made a specialty of certain meat products that brought him a reputation. He did a good but not a large business. Soon, however, with the attention he gave to quality, it was found that the business was expanding and that new quarters were necessary. This process of a constantly expanding business that had to be taken care of by extra facilities came as a result of studying the needs and tastes of customers and giving the best service.

Finally it was necessary to construct the present plant, which puts this business in a place of leadership in its neighborhood. A description is of interest to all packers and provision men at the present time. The plant was designed and the building supervised by T. A. Stoutenburgh of Philadelphia and equipment throughout provided by R. T. Randall & Co.

### Layout of the Plant.

This new Pincus plant is a handsome building, three stories high, with a ground floor space 48x102 feet, and faces on two streets. This last feature makes it most convenient for many purposes. The most striking feature is the attention that has been paid to light and ventilation throughout the entire plant.

But the more solid matters of construction have been given careful attention also. The plant is built of structural steel and reinforced concrete. The floors and roof are also of concrete. The sashes are factory steel sashes. The front of the plant is of ironspot face brick. Of great convenience is the elevator service that takes in the whole plant from basement to the third floor.

A summary of the layout gives a good idea of the plant as a whole. In the basement is the pickling cooler, with 36 cement pickling vats which have a capacity of 72,000 pounds of meats. There is also an ice machine of automatic control which has a capacity of 16 tons. There is a horizontal tubular boiler of 75 h.p. A grease catch basin is also located in the basement with an entrance from the rear street.

For convenience this plant is as well laid out as those of many larger packers.

On the first floor is the fresh meat cooler, which is 21x55 feet in size, providing ample space. The finished products cooler is 14x48 feet. In addition to these coolers the first floor has a considerable space allotted to the office for the salesmen and shippers.

The general and private offices of the firm are on the mezzanine floor and are complete in every way.

The second floor has first of all a freezer that is 20x19 feet in size. There is also a beef cooler 21x19 feet, and a cutting room 22x17 feet. On this floor there is also the government inspector's office, for Mr. Pincus is proud of the fact that the government guarantee is on all his products. There are also ample toilet and locker rooms for the employees. Other space on this floor has been devoted to a spice room. The firing pits for the seven smokehouses and two dried beef rooms and space for dry storage are also on this floor.

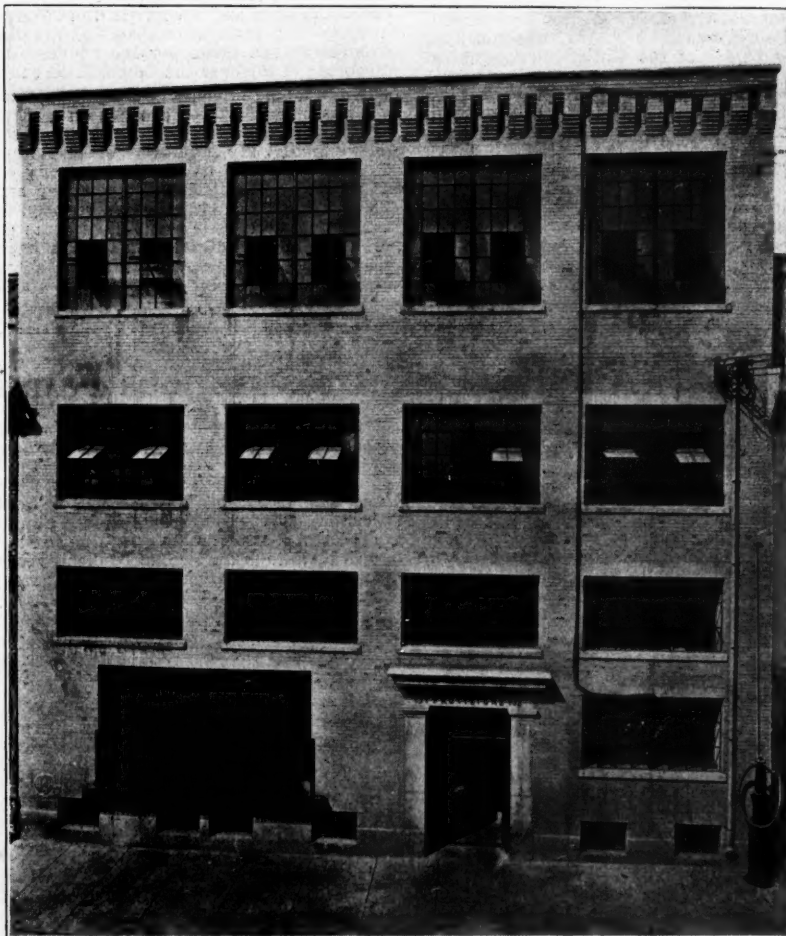
The top or third floor has a ripening cooler for sausage meat which is 21x31

feet. The cooking room is 22x24 feet. The sausage factory, which is also on the third floor, is 46x42 feet. There are seven smokehouses and two dried beef rooms in addition. The sausage factory has monitor skylights and the cooking room and smokehouse alley are fitted with steel sashes, providing a maximum of light and ventilation.

The whole plant from cellar to roof is equipped with machinery supplied by R. T. Randall & Company, Philadelphia, and is a specimen of the care that is taken with Randall equipment in making a model installation and layout.

### BRITISH LIVESTOCK INCREASES.

Livestock estimates for England and Wales on August 1, 1923, show a decrease for horses, but increases for cattle, sheep and hogs. There were 1,281,000 horses, compared with 1,340,000 last year. The number of cattle is estimated at 5,822,000, compared with 5,723,000 last year, sheep 13,831,000, compared with 13,438,000 last year, and hogs 2,611,000, compared with 2,299,000 last year.



PROVISION PLANT OF BERNARD S. PINCUS AT PHILADELPHIA, PA.



## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

### SUSPEND YARDS WEIGHING CHARGE.

A tariff by the Union Stockyards and Transit Company, Chicago, making a service and weighing charge equal to one-half the regular yardage charges on all livestock weighed over its scales the second and successive time was declared to be unreasonable and discriminatory, on June 22, 1923, and it was suspended.

The company then filed a new tariff which provides for this rule:

"A service and weighing charge will be made and collected on all livestock weighed over our scales the second and successive times as follows: Cattle, 12c per head; calves, 8c per head; hogs, 4½c per head; sheep, 4c per head."

This also has been declared discriminatory and suspended while a hearing is held upon its reasonableness and lawfulness. Hearings were therefore begun on August 27, 1923, at Chicago.

### SUSPEND OMAHA YARDS CHARGE.

Suspension of a charge in the new tariff of the Union Stockyards Co. of Omaha, Neb., has been ordered by the Secretary of Agriculture. An original tariff was suspended whereby the stockyards company was to exact from dealers an additional charge of one-half of the regular yardage charge for livestock "planted and resold" in the Commission Division as provided for in Section 1 of the Union Stockyards Co. Tariff No. 1.

The charge which was then worked out by the company and which is suspended while hearings are being held is as follows:

"In addition to above yardage charges the following yardage charges will be made for each subsequent weighing of all livestock: Cattle, 12c per head; calves, 8c per head; hogs, 4c per head; sheep, 2c per head; except on livestock going to the country no re-weigh charge will be made."

## INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

**Imported Animal Bone Rail Rates.**—No. 14355. Texas Chemical Company vs. Galveston, Harrisburg & San Antonio Railway Company, et al. Rate on imported animal bones, in carloads, from municipal wharf at Houston, Tex., to Manchester, Tex., found to have been unreasonable. Outstanding undercharges waived.

**Southbound Cattle Rates.**—A finding of unreasonableness of rates on live stock from Kansas City to Texas points, has been made in No. 13002, Kansas City Livestock Exchange vs. Abilene & Southern, et al., opinion No. 8685, 81 I. C. C. 482-6. The allegation was they were unreasonable, unjustly discriminatory, unduly prejudicial and in violation of the aggregate of the intermediates part of the fourth section. An order issued in connection with the finding directed the carriers to establish rates from Kansas City to Texas points based on the scale applicable over the lines of the defendants carried in Leland's I. C. C. No. 1497, not later than October 6 on not less than five days' notice. That scale at present applies between points in Texas and Wichita, Oklahoma City and other points mentioned in the Leland publication, the outcome of the consideration given rates in the territory affected in Swift & Co. vs. Director-General, 66 I. C. C. 166, and Wilson & Co. vs. Director-General, 62 I. C. S. 171. The scale is known as the Director-General's scale.

In one of the exhibits contained in the report, the present rates from Kansas City to Temple, Tex., were shown as 99 cents on cattle, hogs and sheep. In the reverse direction the rates were shown as ranging from 50 to 64.5 cents per 100 pounds. In disposing of the case the Commission said:

Throughout this proceeding complainant has sought a basis of rates on stocker and feeder animals 75 per cent of the rates on animals in condition for slaughter. This basis has been sought not only on cattle and calves but on hogs, sheep and goats as well. The evidence introduced by complainant, as well as its statements on brief, seem to indicate that such a basis in fact applies generally on hogs, sheep and goats. Between points in the states

of Oklahoma, Kansas and Nebraska there is maintained a basis of rates on stocker hogs and sheep that is approximately 75 per cent of the fattened-animal rates, but there is no such basis of rates from and to Texas points, nor generally from and to points in other western livestock producing states. Rates on these latter animals are generally the same in western territory as a whole, whether destined for slaughter or the country, and this record does not warrant a departure from such general basis.

We find that the rates on beef cattle, stock cattle, calves, stocker calves, hogs, sheep and goats from Kansas City to Texas points are and will be unreasonable to the extent that they exceed or may exceed the rates for similar distances based on the scale applicable over defendants' lines between Texas points and Wichita, Oklahoma City and other points, as published in F. A. Leland's tariff, I. C. C. No. 1497.

**Cottonseed Oil Rates Too High.**—No. 13438. Procter & Gamble Company vs. Director-General as agent, Atlanta & West Point Railroad Company, et al. Rate charged on cottonseed oil, in carloads, from Lakewood Station, Ga., to New York, N. Y., proper and for export, and to Guttenberg, N. J., and Port Ivory, N. Y., found to have been illegal. Reparation awarded.

**Higher Cotton Linter Rates Allowed.**—Fourth Section Application No. 12155. Cotton via Elberton & Eastern Railroad. Authority granted the Elberton & Eastern Railroad to establish and maintain higher rates on cotton and cotton linters or regions from local stations on its line than from Elberton and Washington, Ga.

**Combination Rates on Cottonseed.**—No. 14149. Memphis Freight Bureau, for Crescent Cotton Oil Company, vs. Columbus & Greenville Railroad Company, et al. Combination rate on cotton seed, in carloads, from Indianola, Miss., to Memphis, Tenn., found not unreasonable or unjustly discriminatory. Damage by reason of any undue prejudice that may have existed not shown. Complaint dismissed.

**Minimum Hog Weights Unreasonable.**—No. 14491. Minimum Carload Weights on Hogs in Missouri and Other States. Minimum weights on interstate shipments of hogs, in carloads, in Missouri, Illinois, Minnesota, Nebraska, Wisconsin, South Dakota, Kansas, Iowa, Oklahoma, and Texas found unreasonable for the future. Reasonable minimum weights prescribed.

## Another Dold Uses Famous Family Butcher Kit

Donald Dold, right after graduating from Union College with honors, started work in the hog killing department of the Jacob Dold Packing Co., Buffalo, N. Y. He wired his brother, Ralph S. Dold of the Dold Packing Co., Omaha, Neb., to send him the old family butcher kit at once, for he wanted to make as good use of it as the other members of the family.

This butcher kit is famous in the history

of the Dold family and the Dold Packing Co. Many years ago, when the present president of the company, J. C. Dold, started in the practical end of the packing business, his father, Jacob Dold, founder of the business, made him a present of a butcher kit. This he used to good advantage during his boyhood years, learning by practical experience every phase of the packing business.

This well worn kit of butcher tools was

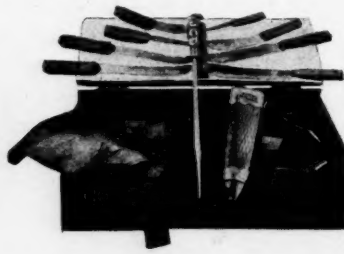
carefully preserved and later on used by his eldest son, Paul, now vice-president and general manager of the company. Then it went to his second son, Ralph, general manager of the Dold Packing Co., Omaha, and now it passes on to the younger son, Donald, who, turning down the numerous invitations to "week end house parties" along with others of his college friends, has elected voluntarily to get into his father's business without delay.



J. C. DOLD.



J. PAUL DOLD.



THE DOLD BUTCHER KIT.



RALPH S. DOLD.



DONALD DOLD.

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You wouldn't think that there are packers who would be foolish enough to waste a thousand pounds of meat products a day!

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Dressing Percentages of Cattle  
Beef Slaughtering  
Beef Cooling  
Beef Grading  
Beef Loading  
Handling of Beef for Export  
Beef Cutting and Boning  
Plate Beef  
Meat Beef  
Curing Barbeled Beef  
Manufacture of Dried Beef  
Handling Beef Offal  
Handling and Grading Beef Casings  
Handling Miscellaneous Meats  
Manufacture of Beef Extract  
Manufacture of Oleo Products  
Tallow  
Handling of Hides

## Chapter Two:—HOGS

Breeds of Hogs  
Market Classes and Grades of Hogs  
Dressing Yields of Hogs  
Hog Killing Operations  
Hog Cooling  
Shipper Pigs  
Pork Cuts  
Curing Pork Cuts  
Smokehouse Operation  
Ham Boning and Cooking  
Lard Manufacture  
Hog Casings  
Edible Hog Offal or Miscellaneous Meats  
Preparation of Pigs Feet

## Chapter Three:—SMALL

### STOCK

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Sheep Dressing  
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CHICAGO

## TRADE GLEANINGS

The Union Oil Mill Co., Monroe, La., has been incorporated with a capital of \$150,000.

The Opelousa Cotton Oil Co., Opelousa, La., will spend about \$60,000 in improvements to their mill.

The United States Dressed Beef Co., Cleveland, Ohio, has been incorporated with a capital of \$10,000.

The Springfield Packing Co., Springfield, Mo., has been incorporated with a capital stock of \$500,000.

Nollar & Marto of Kalispell, Mont., have recently put in a new market and small ice-making plant at Shelby, Mont.

The Merchants' Fertilizer & Phosphate Co., Charleston, S. C., has increased its capital stock from \$300,000 to \$500,000.

Jacky & Robinson of Butte, Mont., have recently put in a six-ton refrigeration plant to take care of their increasing business.

The Denmark Oil Mill, Denmark, S. C., has been incorporated with J. A. Wiggins, president, and F. V. James, secretary-treasurer.

Rosseau & Co., 120 W. Austin Ave., Chicago, Ill., has been incorporated with a capital stock of \$5,000 for the purpose of manufacturing sausage casings.

Frank Zimmerman & Sons have purchased the interest of Thos. Nicholson of the erstwhile firm of Nicholson & Zimmerman, at Bonner's Ferry, Idaho.

The Brown Cotton Oil Co., Bastrop, La., has been organized with a capital of \$50,000. The company has acquired and will operate the plant of the Osage Cotton Oil Co.

Phil Willi, manager and principal owner of the Banner Meat Co., Sand Point, Idaho, has completed a large freezer in the basement of the new plant. They are having a prosperous summer.

Archie McFarland & Son, Salt Lake City, Utah, have started remodeling their killing plant. When completed they will have a new killing floor, a new cooler about 30x30 ft., and a twenty-five ton refrigeration plant.

Application has been made for a charter for a corporation to be known as the Easton Bologna Co., Easton, Pa. This company will engage in the manufacture of sausage and curing of hams, etc.

Harry Thompson, manager of the Washington Meat Co., Butte, Mont., has recently remodeled his market and added a new refrigeration plant. The market is now under the management of Barney Middlebrook.

### Running Packing Business

Personal vs. absentee management of a packing business was interestingly discussed by "one who knows" in a recent issue of THE NATIONAL PROVISIONER.

The article aroused some comment. One of the best-known packinghouse executives in the country, after he read it, wrote as follows:

Editor THE NATIONAL PROVISIONER:

The article "Running a Meat Packing Business" particularly impressed me, and I have addressed a personal letter to all our plant managers, superintendents and department heads, requesting that they read it.

I think it tells the story of the packing business as conducted the past few years better than any I have ever read.

Real ownership management, coupled with common sense, would solve our buying, manufacturing and selling problems. The ailments of the packing industry the past few years can be summed up in my opinion very briefly:

1st Buying livestock on a higher basis than we could sell the finished product, all expenses considered.

2nd Extravagant and unnecessary methods in operating (which are gradually being wiped out).

3rd Reckless selling on a basis that shows absolute disregard for cost.

The Z. C. M. I., Salt Lake City, Utah, one of the largest department stores in the intermountain country, belonging principally to the Mormon church, has added a modern meat market as a new department. They are now installing one of the finest refrigerator windows in that section. The market is under the management of D. C. Wood, a son of Wm. Wood, one of the veterans of the meat game in Utah. The pace the father set for the son is bearing fruit at the Z. C. M. I.

### DIRECTS MEAT REGULATORY WORK.

A director of regulatory work of the U. S. Department of Agriculture has been appointed in the person of W. G. Campbell. Mr. Campbell will take up his duties about the end of September. These duties will include complete charge of all the regulatory activity vested in the Department by the Packers' and Stockyards' Law, the Meat Inspection Law, the Food and Drugs Act, the Warehouse Act, etc.

He will be directly responsible to the Secretary of Agriculture alone, and bureau chiefs will be under his general jurisdiction so far as their activity with regard to regulatory provisions of various laws is concerned. Of foremost importance will be Mr. Campbell's activity designed to bring about the coordination of all the Department's regulatory work. He will try to bring about uniformity of action so that one bureau of the Department will not carry out one view while another Bureau carries out an entirely different view. He will, also, have direct control through Bureau chiefs of regulatory policies and their administration throughout the entire Department.

Mr. Campbell is a lawyer by profession and for years has been active in food control work, especially in the administration of inspection work in the enforcement of the Federal Food and Drug Act. He has been assistant chief or acting chief of the Bureau of Chemistry since 1916.

### SUPERIOR PACKING CO. PROGRESSES.

Evidence of the progress and growth of the Superior Packing Co., Chicago, Ill., is demonstrated by the adding of a new cooler to the first floor of their plant and the addition of a new International truck to their delivery service.

## There Is Money in Tankwater

Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

A simple process—boils with exhaust steam. Repairs practically negligible. Better investigate.

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## Germany Cuts Down on Fats

Consumption of fats by Germany has  
been greatly reduced by recent financial  
and industrial conditions. There has been  
a movement also to replace pork and other  
animal fats with other and cheaper sup-  
plies. Lard will not continue to be im-  
ported in large quantities from the United  
States for the remainder of this year, ac-  
cording to reports. On the other hand, it  
is said that the market will continue good  
for American bacon. The reason for this  
is that it is relatively cheap and German  
pork production has fallen to a low ebb.

The supplies of fat in Germany in 1922  
were about one-quarter to one-fifth less  
than the supplies before the war. In 1912-  
13 fats from animals, including butter,  
made up about 69 per cent of the total,  
while last year such fats were only about  
56 per cent of the whole supply. Pork  
fats declined from 33 per cent of the total  
in 1912-13 to 24 per cent in 1922.

Margarin is now by far the largest sin-  
gle fat supply of the German nation, as is  
pointed out by the U. S. Department of  
Agriculture in commenting on the situa-  
tion. Before the war margarin consump-  
tion was a little less than half the con-  
sumption of butter. Since the war butter  
and margarin have practically changed  
places, margarin consumption now being  
about 14.7 lbs. per capita and butter con-  
sumption 9.8 lbs. Moreover, the composi-  
tion of the margarin used has been rad-  
ically altered. Originally an animal prod-  
uct, German margarin is now made almost  
entirely of vegetable oils.

Imports of lard in Germany are almost  
entirely of American origin. In 1921 the  
United States shipped more lard to Ger-  
many than to any other country. Last  
year, however, the total dropped to 72,000  
tons, or 55 per cent less than that of 1921.  
This figure may appear to be in contradic-  
tion to the statistics of shipments from  
America to Germany, but is not really so  
because last year approximately 50 per  
cent of the lard receipts in Hamburg were  
forwarded on to Austria, Czechoslovakia,  
Hungary, Holland, Poland, and elsewhere.  
The drop in net German imports is ex-  
plained by an increase in home slaught-  
ering of hogs, by the substitution of other  
fats, by decline in actual consumption of  
fats also, and by the general economic  
situation in Germany.

How the depreciation of the mark has  
affected the market for American lard in  
Germany is strikingly illustrated by the  
import totals by months this year. In  
March, April and May, following tem-  
porary stabilization of the mark, lard im-  
ports from the United States in Germany  
reached the highest point since the war.

In May the total was 23,396 tons. In the  
following month, the total was only 9,945  
tons, a decrease ascribed in the report to  
the fact that heavy currency depreciation  
was then in full tide again.

The United States thus gains by the  
depleted purchasing power of Germany.  
Net imports of American bacon in 1922  
were 28,340 tons, compared with only 1,933  
tons in 1912-13, the receipts consisting  
largely of fat backs and other fat cuts.  
But this trade situation requires careful  
study and constant attention during the  
present critical economic condition.

## Retailers as Business Men

Urging that with active co-operation of  
the meat retailers of the country the re-  
tailer can be aided in becoming a really  
successful business man, Director Horace  
Secrist of the Bureau of Business Research  
of Northwestern University made many  
important statements on what has been  
done recently to provide practical means  
for achieving this end.

Director Secrist outlined the results of  
his recent study in the meat trade before  
the convention of the United Master  
Butchers of America. His statements were  
so enthusiastically received that they were  
reprinted in THE NATIONAL PROVIS-  
IONER. In these Dr. Secrist gave facts  
and figures as to what he had found in the  
trade and gave also some secrets of suc-  
cess.

He showed that the relation of different  
expenses should be in proportion to the  
total of what the retailer takes in over  
the counter. Incidentally, he showed that  
there was a remarkable similarity in the  
proportions throughout the country. For  
example, it takes about 18 to 22 per cent  
of the total sales of the average retailer  
to do business.

But it is most important to know just  
what basic ideas are necessary as a guide  
to right detail methods. When these are  
right the rest follows naturally.

Management is the secret of success in  
retailing and it applies alike to selection  
of location, sales, purchases, turnover, ex-  
pense of distribution and service.

Further than that, however, management  
must know its cost of doing business and  
it must not rely on "hunches."

The way to know its costs is to develop  
accurate and complete records and com-  
pare these with the best in the business.  
And the work that is now being done in  
making a uniform accounting system for  
the whole meat trade is a step in the right  
direction. It is to be hoped that the re-  
tailers will continue to support this work  
that Dr. Secrist is directing with benefit to  
the industry in every way.

# PRACTICAL POINTS FOR THE TRADE

(Contents of THE NATIONAL PROVISIONER are copyrighted and matter on these pages may not be reprinted except by permission.)

## Smoked Pork Sausage

A sausage-maker in the South, where smoked sausage is popular because of its keeping qualities, writes as follows:

Editor The National Provisioner:

Will you please give us a recipe for smoked pork sausage, country style? We should like smoking and packing instructions, as well as the formula.

Following is a formula for smoked pork sausage, country style:

### Smoked Pork Sausage, Country Style.

#### Meats:

- 80 lbs. strictly fresh pork trimmings, 85% lean and 15% fat.
- 20 lbs. fresh boneless beef.

#### Spices:

- 2 lbs. 8 oz. salt.
- 10 oz. ground white pepper.
- 4 oz. granulated sugar.
- 1 oz. ground nutmeg.
- ½ oz. ground ginger.
- 2 oz. nitrate of soda or saltpetre.

**Handling.**—Carefully inspect pork trimmings to see that they are strictly fresh. And it is advisable to retrim, removing blood clots, gristle and hair. Be sure that pork trimmings carry the proportions of lean and fat as specified.

**Mixing.**—Grind pork trimmings through 5/32-inch plate of hasher. Boneless beef is to be ground through 7/64-inch plate of hasher. If you have a mixer that will accommodate 600 lbs. of meats, weigh same off in proper proportions, and put in mixer, adding spices and not more than 10 lbs. crushed ice. Mix for about five minutes, so that spices and water are evenly distributed through the meat, and take to the stuffing machine.

**Stuffing.**—Stuff in medium hog casings, linked in double links, 3½ inches in length, knotting ends of casings to prevent meat from dropping on truck or floor. Trim off all scrap ends of casings on the outside of knot.

The stuffing bench should be provided with a pan to accommodate scrap meat, and another pan for scrap casings, but do not under any circumstances mix the two together. This is very frequently done by careless workmen. The scrap meat on the bench must be handled promptly and mixed with the meat stock in the truck, and not allowed to remain on the bench indefinitely to deteriorate.

## Get Rid of Surplus Hams

Will you be cleaned up on your stock of S. P. Hams this fall—especially the heavy averages?

Would you like to know how to convert your heavy averages of No. 1 S. P. Skinned Hams into boiling hams and get more money for them?

Such hams, properly handled, often slice better than regular boiling hams.

Watch this page for the information.

Carefully puncture the casings to prevent air pockets between the casings and the meat.

**Cooling.**—Sausage must be hung on truck promptly as linked. When truck is filled to capacity, put under an overhead cold water spray and let the spray run for several minutes, to thoroughly remove grease and sediment on outside of casings. If not equipped with cold water spray, then shower the product with cold water, using pails.

Then take the product to the cooler and spread on trucks or in hanging sections provided for this purpose and allow to hang in the cooler overnight at a temperature of 36° to 40°. The following morning remove from the cooler and allow to hang in natural temperatures for about two hours, so that the product will dry off.

**Smoking.**—Then take to smoke house at a temperature of 115° to 120°, and carry at this temperature in slow cold smoke for about 3 to 4 hours. This product does not require a heavy smoked color.

**Packing.**—When product is smoked, take to sausage storage cooler at a temperature of 45° to 50°, and allow to hang for about 2 to 3 hours until cooled off. Then pack either in cartons or wooden boxes if it is to be shipped promptly.

Do not pack this product in anticipation of orders, and regulate the manufacture in accordance with sales demand. Only make it as you need it.

## Bacon from Soft Hogs

In the South, or wherever soft and oily hogs are marketed, packers have trouble with their product. Soft and flabby bacon is not an attractive product to market. There is no magic formula to make an A1 product out of poor material. The only real remedy is to refuse to buy soft and oily hogs, or to discourage their marketing by putting a price penalty on them.

A Southern packer who has been having this trouble writes as follows:  
Editor The National Provisioner:

We are experiencing quite a bit of trouble with our bacon. Kindly inform us if there is anything we can do to make it harder and firmer.

We are slaughtering about 90 per cent corn fed hogs, and still our bacon seems to be flabby and soft. Probably you can give us some remedy for this defect.

Also, kindly advise us the most advantageous means of handling same after it comes out of the smokehouse. Will a room of 36 degree temperature affect it as to color?

Asked for further information regarding his cure and methods, this packer replied:

1. We are using 6 lbs. sugar, 10 lbs. salt, 20 oz. saltpetre to 100 lbs. of bellies.
  2. We are soaking the product 1½ hours in regular city water, approximately 110 degrees.
  3. The product is drained just about one hour after taking out of vats.
  4. During the smoking process the temperature runs from 140 to 150 degrees.
- We are using Tennessee hogs, which run about ten per cent oily and 90 per cent so-called corn-fed hogs, but they are not nearly as firm as Western hogs.

Answering this packer's questions by number the following information is given:

### Curing and Smoking Points.

1. Here is a formula for curing pickle the inquirer might adopt: To 100 gals. finished pickle use  
Sugar ..... 15 lbs.  
Nitrate of soda or saltpetre... 5 lbs. 4 oz.  
Salt, as required to make a pickle strength of 70 degrees on standard salometer, at 35 to 38 degrees temperature.  
Figure about 5½ gals. pickle to 100 lbs. bellies.

2. You are soaking bellies at too high a temperature. Discontinue this practice and soak at a temperature of 70 degrees. After soaking, all meats are to be thoroughly washed in hot water at 110 degrees,

## Production and Sale of Casings

brought to the maximum with my Sales and Service combination.

It will pay you to investigate. Address

**ROY L. NEELY**

Broker of Casings Exclusively  
602 Webster Bldg. Chicago, Ill.  
Cable Address "ROLESNELY"

## TO SUPPLY HOUSES:

More and more, supply houses are buying processed sausage flours.

You can add a distinctive product that will meet the most exacting requirements.

It means business—on flour and other lines—from satisfied customers.

Write today for full particulars. It costs nothing but a stamp to find out.

**ANDREWS MILLING COMPANY**

327 So. La Salle St., Chicago Mill—38th and Wall St.

**Booster  
Cereal  
Flour**



the water being kept at this temperature during washing.

3. Draining for one hour after taking out of vats is all right, but is not essential.

4. You are smoking at too high a temperature.

Usually best results are obtained by slowly heating the house with a wood fire to a temperature of 120 degrees, and hold at this temperature for first four or five hours. Hardwood sawdust should then be placed on the fires, and temperature reduced to 110 degrees, and hold at this temperature during the entire smoking period. During the first four or five hours the ventilators should be left open to allow moisture to escape. After this time dampers should be regulated so that a dense cool smoke is maintained throughout the smoke house.

Nothing will make good, firm bacon out of oily hogs, but these instructions should help the packer to improve his product to some extent.

#### TEMPERATURES IN SMOKING MEAT.

In the article on "Smoking Hams and Bacon," which appeared in the last issue of THE NATIONAL PROVISIONER, there was a concluding note concerning temperatures. Referring to temperatures during the first five or six hours of the smoking process, the temperature of the smoke-house was given at 175 deg. This was a typographical error, the proper figure being 125 deg.

Reprints of these directions for soaking and smoking meats may be had by subscribers upon application to THE NATIONAL PROVISIONER, Old Colony building, Chicago, Ill.

#### WANTED: A SUPERINTENDENT.

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.

### The Observer

This corner of the "Practical Points for the Trade" page belongs to THE MAN WHO SEES THINGS.

Here each week or so he will tell about something he has seen that is worth while describing for the benefit of others.

Or it may be something he has done himself that he thinks somebody else would like to know about.

Perhaps it is a "Don't," something he thinks has been done wrong and should be avoided by others.

Watch this corner!

### Careless Handling of Casings

In previous issues "The Observer" told about mistakes he saw in

Ham Cooking (see this page, issue July 14).

Sausage Making (see issue July 28).

Smoking and Cooking (see issue Aug. 11).

Those who would like to compare their experiences with his will find it worth while to refer back to these articles.

Now "The Observer" comes to the casing department. Here he finds that a lot of money is lost through not watching the men as they handle the casings, and because of careless help on the killing floor and in the cleaning room.

These are big "money leaks," and are worth noting. He says:

#### Lack of Direction and Poor Help.

Editor The National Provisioner:

What I saw in the casings department of one packing house is unfortunately too common everywhere. Here are some of the points:

**Careless Pulling.**—Small casings showed considerable slime and a large percentage of shorts, or as they are commonly called, "stump hog casings." The cause of this is lack of supervision and incompetent help in pulling small hog casings on the killing floor.

**Poor Grading.**—The grading was also considerably out of line. The narrow hog casings contained a percentage of medium, and the mediums contained a sprinkling

of wides, which rendered the casings practically unsalable, due to faulty grading.

**Too Much Air Pressure.**—The hog bungs also showed irregularity in grading, and the smaller grades particularly showed they had been subjected to too much air pressure in an attempt to work them into larger grades, which caused cracks in the body of the bungs.

**Crown and Body Cuts.**—They also showed a large percentage of crown and body cuts, which mean a loss to the department.

For instance, an export bung that was mutilated in the crown would mean a reduction in price from 18c to 4c, or a loss of 14c. On a large prime bung the loss would amount to the difference between 12c for a No. 1 large prime bung and 3c for a crown cut.

**Careless Bung Dropping.**—These losses are entirely due to faulty workmanship on the killing floor. The bung dropper by a slip of the knife not only mutilated the bung, but at the same time in dropping the bung would leave an excess quantity of meat on the crown end of the bung, and in many cases removing a piece of the ham in dropping the bung. Of course, the first operation is to trim the bung, and this means the lean portions of meat should go to the tank with the hog bung fat.

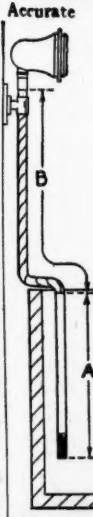
**Stump Hog Casings.**—It was also found that when short of help on the killing floor they would fill in with new help to pull the small guts, which work requires considerable skill. If the small guts are properly pulled they can be removed full length, whereas incompetent help will break the small casings when pulling. This accounts for the large percentage of stump hog casings, as already mentioned.

This results in a further loss for the casing department, as stump hog casings are sold for about 15c per lb., whereas No. 1 hog casings sell for from 50c to \$1.65 per lb., free of salt, depending on grade.

[In his next letter "The Observer" will tell of some mistakes he saw on the killing floor.]

If you need a good man, watch the "Wanted" page.

Accurate




On Ham Boilers  
Sausage Kettles  
Hog Scalders


## Use Calo Dials

(Trade Mark Reg. U. S. Pat. Off.)

### To Tell Temperatures



Durable



On Smoke Houses  
Cold Rooms  
Pickle Vats

Use Flexible Stem  
**CALO DIALS**  
For Mounting  
on the Wall  
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Sides.

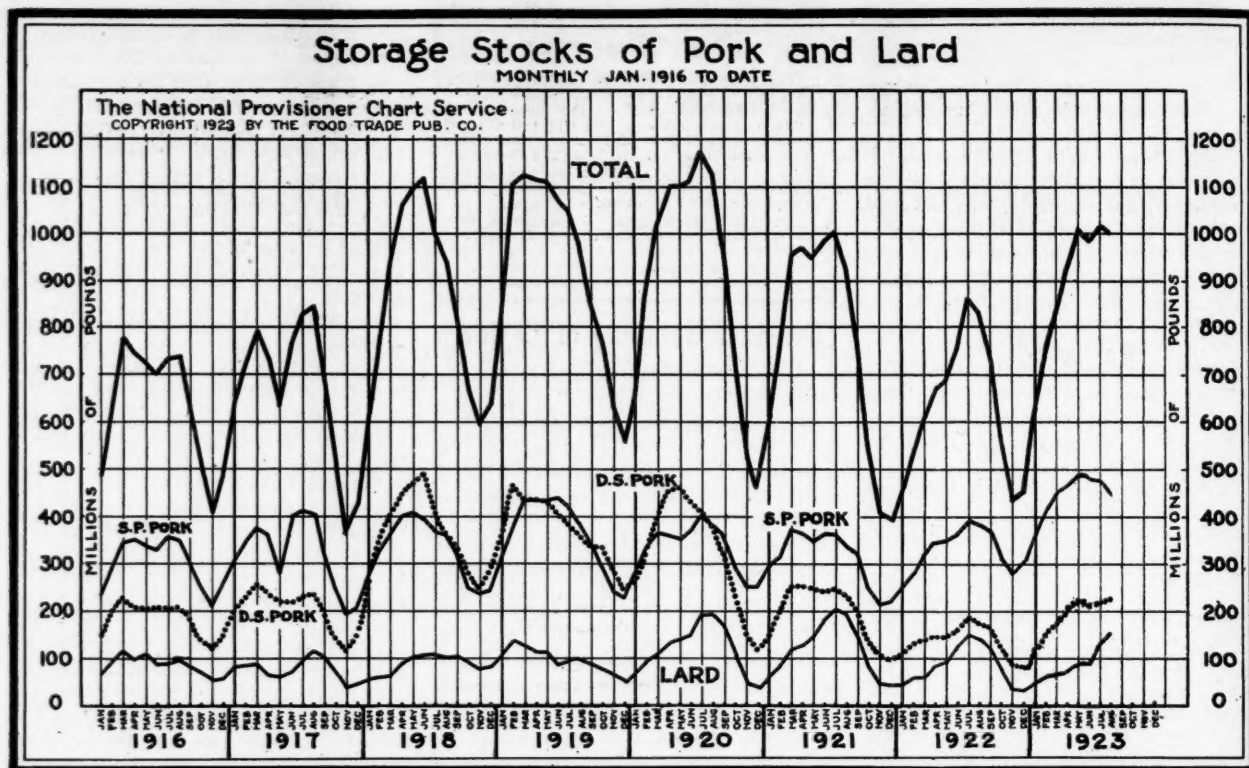
Use Rigid Stem  
**CALO DIALS**  
For Clamping  
To Tank Sides

Send For Catalogue and Bulletin M.

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**New Rochelle, N. Y.**





This chart in THE NATIONAL PROVISIONER MARKET CHART SERVICE shows that total cold storage stocks have declined seasonably, but are some 20 per cent over last year. It also shows how the individual products have varied, lard stocks, for example, showing an important increase.

#### COLD STORAGE STOCKS COMPARED.

The actual figures of cold storage stocks of pork and lard in the United States at the beginning of each month, 1916-1922, 000's omitted, on which THE NATIONAL PROVISIONER'S chart is based, are as follows:

1923.  
(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	72,214	376,053	119,045	47,705	615,017
February	120,196	412,807	155,922	56,256	745,181
March	152,003	459,576	177,376	57,177	837,132
April	188,370	497,470	206,594	66,378	958,832
May	212,164	494,941	226,736	84,495	1,018,336
June	210,503	482,088	213,905	84,671	991,167
July	217,024	472,805	217,269	123,673	1,040,776
August	194,441	446,928	221,396	141,279	1,004,044

1922.  
(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	49,520	252,062	108,880	48,714	459,176
February	71,711	282,070	128,067	60,555	542,403
March	85,136	320,796	139,358	61,258	606,548
April	98,233	346,815	144,772	85,445	675,265
May	103,966	347,552	142,018	95,882	689,418
June	114,149	363,229	157,468	123,670	758,516
July	128,577	392,854	166,215	154,826	862,472
August	117,821	386,785	179,940	143,521	828,067
September	84,119	368,833	166,351	118,272	727,556
October	54,122	312,164	123,238	75,156	565,156
November	31,277	278,159	85,741	36,727	431,904
December	34,347	301,388	82,551	32,455	450,741

1921.  
(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	93,990	294,993	144,997	59,319	593,299
February	150,594	316,328	202,909	83,549	753,380
March	206,880	376,376	251,893	117,690	953,848
April	219,064	367,533	255,390	128,614	971,521
May	201,247	352,587	247,239	150,984	952,057
June	194,500	366,390	240,152	180,620	981,632
July	182,799	366,928	249,804	205,878	1,005,409
August	150,948	339,327	231,364	194,952	916,591
September	103,722	321,139	202,802	149,671	777,334
October	64,188	253,390	149,493	83,823	550,894
November	38,430	212,388	108,401	49,093	408,312
December	37,326	220,815	96,345	41,911	396,397

1920.  
(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	55,551	279,467	262,620	62,614	660,252
February	106,076	337,238	332,848	97,649	873,411
March	132,095	369,026	402,229	111,975	1,015,325
April	148,922	361,973	457,745	182,993	1,161,633
May	144,453	353,894	462,389	141,519	1,102,255
June	156,963	371,593	430,782	152,307	1,111,645
July	169,616	403,719	408,681	198,316	1,179,332
August	161,904	389,896	381,328	191,531	1,124,559
September	129,197	361,381	316,433	170,774	977,785
October	87,592	256,490	255,389	106,258	705,699
November	67,148	234,838	150,812	47,329	520,127
December	60,007	252,270	114,400	36,683	463,360

#### 1919.

(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	61,539	302,783	359,254	104,274	827,850
February	104,708	392,763	471,747	138,353	1,107,068
March	128,897	435,197	455,661	125,410	1,145,165
April	132,180	431,714	480,205	112,469	1,156,577
May	139,205	434,671	425,411	112,409	1,111,696
June	144,212	440,989	402,652	83,066	1,070,949
July	155,283	422,387	381,736	92,132	1,051,518
August	131,137	384,764	366,547	100,478	982,926
September	90,510	341,724	338,270	87,947	858,451
October	61,417	297,702	332,786	76,456	768,371
November	47,271	239,719	281,930	66,036	634,956
December	44,864	226,893	242,224	49,147	563,128

#### 1918.

(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	41,663	269,003	252,934	54,539	618,139
February	61,659	322,004	341,422	59,310	784,395
March	104,630	399,014	402,734	85,355	991,733
April	116,548	402,378	448,114	89,854	1,056,894
May	117,786	406,191	471,809	103,733	1,099,159
June	118,601	397,486	493,795	106,194	1,116,076
July	117,976	372,347	402,549	107,871	1,000,743
August	108,220	365,941	370,205	102,411	946,775
September	71,382	343,185	215,862	104,685	835,042
October	46,593	249,827	283,572	90,398	670,390
November	36,968	231,136	247,194	76,124	591,422
December	34,750	242,976	283,002	51,676	612,404

#### 1917.

(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	50,564	307,478	200,998	80,977	640,017
February	66,062	348,269	228,424	86,208	729,563
March	63,252	378,847	259,059	88,400	789,518
April	64,996	362,931	234,039	85,779	727,502
May	74,728	281,236	199,819	61,640	617,423
June	71,534	403,185	215,862	72,365	760,846
July	91,562	412,810	224,513	95,197	824,382
August	96,648	403,704	231,905	112,249	844,506
September	72,236	328,943	195,678	102,172	699,079
October	39,767	252,152	143,319	89,929	505,167
November	25,347	192,884	110,652	37,095	365,978
December	25,504	204,907	150,882	44,367	421,660

#### 1916.

(At the first of each month.)

	Frozen pork, lbs. 000s	S. P. pork, lbs. 000s	D. S. pork, lbs. 000s	Lard, lbs. 000s	Total stocks, lbs. 000s
January	44,194	230,881	145,061	63,304	483,440
February	63,376	298,939	194,053	92,342	648,710
March	88,604	350,750	226,910	111,897	778,161
April	88,344	351,051	206,703	97,237	743,335
May	77,812	337,464	202,592	108,731	726,599
June	82,193	326,183	206,068	85,113	700,499
July	82,571	359,300	202,088	87,127	731,086
August	85,845	350,570	205,251	95,991	737,657
September	63,420	338,399	183,194	82,028	627,041
October	38,851	251,004	140,908	71,570	502,333
November	25,988	210,061	118,557	56,929	408,886
December	22,015	251,519	142,858	58,950	485,342

#### COLD STORAGE STOCKS INCREASE.

Cold storage stocks of all meats, including pork and lard, decreased slightly during July, and on Aug. 1 were practically normal, as compared with the average for the same date of the six-year period 1916-21. However, the total stocks on Aug. 1 this year were about 21 per cent greater than on the same date a year ago.

Stocks of pickled pork already cured and of pickled pork in cure on Aug. 1 showed substantial gains of 34,310,000 and 26,926,000 pounds, respectively, over the same date a year ago. Prior to 1920, figures for cured meats included those for meats still in process of cure. Hence, comparable detailed figures for a five-year average are not available. However, the total of cured meats on Aug. 1 (pickled pork already cured and pickled pork in cure) was only 72,345,000 pounds greater than the average on Aug. 1 for the last five years.

Total pork stocks (frozen pork, dry salt pork, and pickled pork) showed a decline of 44,323,000 pounds on Aug. 1, as compared with July 1 of this year. They were 8 per cent above the average for the same date of the six-year period 1916-21, and about 26 per cent greater than stocks on hand Aug. 1, 1922.

Lard stocks on Aug. 1 showed an increase of 17,606,000 pounds, or about 15 per cent over July 1, reaching the high point of this year—141,279,000 pounds. Notwithstanding this substantial increase, they were about 2 per cent smaller than on Aug. 1, 1922. Lard stocks showed a 3 per cent increase, as compared with the average stocks for the same date of the six-year period 1916-21.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Hog Prices Strong—Product Values Irregular—Cash Demand Quieter—Stocks Increasing—Hog Run Continues Large.

The past week has seen a more mixed trend in hog products, with prices very strong at times, but on the whole reactionary. Hog values climbed to 8.95c for the best lights, the highest level in months, while top prices were around 9.05, notwithstanding a run that continues 20 to 25 per cent heavier than last year. The hog situation, however, lost some of its influence, owing to noticeable let-up in cash trade, and owing to the disposition on the part of many to emphasize the growing stocks of product in store, and the continued smallness of the foreign demand.

Lard supplies the country over on August 1 were reported as only two million pounds less than last year. It was felt that, should the pause in the domestic trade continue for another few weeks, the stocks on September 1 would be heavier than they were a year ago. At the same time, the corn market continued to climb rapidly, all contract grades in Chicago selling above 90 cents, while owing to the growing scarcity of old corn, it was felt that farmers would continue to market hogs in large numbers, notwithstanding steadily increasing advices of wheat feeding to cattle throughout the country.

#### Look for Better Foreign Demand.

The foreign situation remained more or less complicated, and the French note did little to improve the situation. There is a growing belief, however, that conditions are gradually working to some sort of a settlement. It was very interesting to note that provision men in New York returning from abroad were impressed by the fact that every one on the other side appeared busy, and had, at least, sufficient money to secure the necessities of life.

Foreign stocks of provisions are reported as moderate, and it was said that any betterment in exchange rates would uncover a better foreign demand. However, much attention was given advices to Washington that the German demand for lard the balance of this year would be much smaller than last year, owing to the monetary situation in that country which has been and is forcing to a greater extent the use of lard substitutes.

Exports of product to leading foreign ports the past week follow:

	Pork, bbls.	Lard, lbs.	Meats, lbs.
Liverpool .....	90	3,500,000	11,868,000
London .....	...	460,000	824,000
Glasgow .....	...	381,000	696,000
Bristol .....	...	294,000	638,000
Other English ports .....	...	1,638,000	3,777,000
Antwerp .....	...	343,000	161,000
Germany .....	100	4,043,000	1,082,000
Holland .....	...	1,250,000	819,000
Other Con. ports .....	300	2,120,000	926,000
Elsewhere .....	800	177,000	175,000
Total .....	1,290	14,206,000	20,706,000

#### Market Pressure by Small Packers.

In some quarters, it is argued that the

heavy stocks will necessitate support to the market from the larger packers. It was quite interesting to note that the bulk of the pressure on the market the past few days had come mainly through commission houses and the smaller packers. At the same time, a report was current in the cotton oil trade that western packers supplies of oil and compound were light, and that the packers were bidding up crude oil, apparently with the idea of helping the lard market.

The cotton crop has been going back steadily the past three weeks, and the possible production is far from the rosy outlook of a month ago. The cotton oil trade at the present is inclined to look for a crop only slightly larger than a year ago. The cotton oil carry-over, at 365,000 bbls. on August 1, was the smallest on record, and an active compound demand the past two weeks has put compound prices to 12@12½c, a level where pure lard figures quite a little cheaper and should at least have some influence on lard consumption.

#### Livestock Production Comparisons.

Conditions of all pastures on August 1 was given by the Government at 77.6 per cent, against 87.9 per cent August 1 last year, while the average condition of 17 western states was 87 per cent, against 84 last year. Condition of ranges was given at 92 per cent, against 94 last year; cattle at 91 per cent, against 94 per cent on July 1, and sheep at 97 per cent, against 97 per cent on July 1. Cattle prices advanced to new high levels for the season at Chicago, with \$12.90 paid for best steers, while yearlings brought \$12.65. Native lambs were a little easier at \$13.90.

### Short Form Hog Test

Knowing what your hogs cost you alive, are you able to tell each day your cutting profit or loss per hog or per cwt.?

In a recent issue THE NATIONAL PROVISIONER printed a "short form hog test," giving the percentage yields of all cuts and offal for 200 lb., 250 lb. and 300 lb. hogs, with computations for losses, credits and expenses, so that the net profit or loss per hog or per cwt. might be figured almost at a glance.

This test, in table form, has been reprinted on heavier paper, and is available to subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. Copies will be supplied only as long as they last.

Stocks of meat in cold storage warehouses and meat packing establishments were as follows at four centers on August 1, 1923:

Commodity.	Chicago, pounds.	Boston, pounds.	New York, pounds.	Phila., pounds.
Beef, frozen....	8,842,000	1,289,000	4,455,000	385,000
Beef, in process of cure....	3,111,000	307,000	1,750,000	483,000
Beef, cured....	6,231,000	608,000	1,228,000	232,000
Pork, frozen....	56,836,000	10,267,000	7,467,000	2,605,000
Pork, dry salt in process of cure .....	23,486,000	518,000	1,175,000	245,000
Pork, dry salt cured .....	33,338,000	664,000	628,000	127,000
Pork, pickled in process of cure....	55,389,000	2,213,000	5,053,000	2,506,000
Pork, pickled cured .....	42,523,000	4,835,000	4,450,000	1,955,000
Lamb and mutton, frozen....	55,000	383,000	1,622,000	142,000
Meats, misc....	17,139,000	2,197,000	3,676,000	438,000
Lard .....	70,375,000	1,688,000	2,301,000	801,000

#### Germans Cut Fat Consumption.

Financial and industrial conditions in Germany are forcing that nation greatly to reduce its consumption of fats, and also to replace pork and other animal fats with other and cheaper supplies. Prospects are said to be unfavorable for large imports of American lard during the remainder of this year, but it is expected the market will continue good for American bacon owing to its relative cheapness and the low ebb which German pork production has fallen.

In 1922 Germany's fat supplies, on a per capita basis, were from 75 to 80 per cent of the prewar average annual total. It emphasizes the change in the relative importance of different sources of supply. Thus in 1912-13 fats from animals, including butter, comprised about 69 per cent of the total, whereas last year such fats represented only 56 per cent of the whole supply. Pork fats declined from 33 per cent of the total in 1912-13 to 24 per cent in 1922.

Margarine is now by far the largest single fat supply of the German nation. Before the war margin consumption was a little less than half the consumption of butter. Since the war butter and margarine have practically changed places, margarin consumption now being about 14.7 lbs. per capita and butter consumption 9.8 lbs.

Moreover, the composition of the margarin used has been radically altered. Originally an animal product, German margarin is now made almost entirely of vegetable oils. Imports of lard in Germany are almost entirely of American origin.

In 1921 the U. S. shipped more lard to Germany than to any other country. Last year, however, the total dropped to 72,000 tons or 55 per cent less than that of 1921. This figure may appear to be in contradiction to the statistics of shipments from America to Germany, but is not really so because last year approximately 50 per cent of the lard receipts in Hamburg were forwarded on to Austria, Czechoslovakia, Hungary, Holland and Poland and elsewhere.

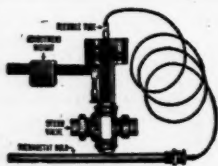
The drop in net German imports is explained by an increase in home slaughtering of hogs, and by the general economic situation in Germany. How the depreciation of the mark has affected the market for American lard in Germany is strikingly illustrated by the import totals by months this year. In March, April and May following temporary stabilization of the mark, lard imports from the U. S. in Germany reached the highest point since the war. In May the total was 23,396 tons. In the following month the total was only 9,945



## Have You Stopped These Losses In Scraping and Polishing Hogs?

You know the trouble and danger from water that's too hot or too cool for these two important operations in getting Mr. Hog ready for the market. You know, too, that you can't be sure of *exact* temperature all the time with hand regulation. Somebody is sure to forget or make a mistake—and you stand the losses from cut and mutilated skins, extra labor and time, to say nothing of inferior output.

Then *why* not use automatic heat control and be sure that the water is just where you want it *all the time*. A Powers Regulator will do it. When a Powers Regulator is set to watch the water temperature it needs no other attention. It is positive and dependable in its action; accurate and sure in the results obtained.



**The Powers Regulator No. 11**

For closed or open tanks, hog scalding vats, etc. Thermostat bulb is connected with valve and flexible tube. Easily installed.

We offer to install Powers Regulator on a "make good" basis. They're easily and quickly applied and operated. They cut down cost of operation, eliminate waste, and improve your output. Write for particulars about our 30-Day Free Test Offer.

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tons, a decrease ascribed in the report to the fact that heavy currency depreciation was then in full tide again.

**PORK.**—The market was steady with a fair demand, with mess at New York \$24.50 @ 25.00, family nominal, and short clears \$23.00 @ 25.50. Mess at Chicago was \$22.00.

**LARD.**—Demand was less active and the market barely steady. Prime western New York was 11.70 @ 11.80c; middle western, 11.50 @ 11.60c; city, 11 1/4 @ 11 1/2c; refined to the continent, 12 1/2c; South American, 12 3/4c; Brazil, kegs, 13 3/4c; compound, car lots, 12 @ 12 1/4c. At Chicago regular lard in round lots was quoted at .05 under September; loose lard, .75 under September, and leaf lard, .55 under September.

**BEEF.**—The market was dull and steady with mess at New York \$15.00; packet, \$15.50 @ 16.00; family, \$16.00 @ 16.50; extra India mess, \$28.00; No. 1 canned roast beef, \$2.35; No. 2 at \$4.05; sweet pickled tongues, \$55.00 @ 65.00 per bbl.

SEE PAGE 37 FOR LATER MARKETS.

### CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the six months of 1923, with comparisons for the same months of 1922 are reported as follows:

	1923.		1922.	
	Pounds.		Pounds.	
On hand beginning of year..	181,296,799	145,409,350		
January .....	158,557,000	129,177,087		
February .....	173,551,000	128,885,910		
March .....	179,292,000	116,073,895		
April .....	155,449,000	130,765,619		
May .....	172,270,000	152,192,593		
June .....	159,782,000	122,687,674		
July .....	1,180,176,799	925,202,108		
Total .....	1,180,176,799	925,202,108		
CONSUMED.				
Exports.				
1923. 1922.				
Pounds. Pounds.				
January .....	111,157,013	74,473,491		
February .....	91,535,927	76,090,883		
March .....	112,141,023	65,633,191		
April .....	88,601,294	43,729,488		
May .....	95,342,740	51,992,595		
June .....	65,787,732	58,957,437		
July .....	Not available	68,246,333		
Total .....	Not available	441,123,388		

### Domestic.

	1923.	1922.
	Pounds.	Pounds.
January .....	62,651,819	57,275,458
February .....	64,185,753	50,990,838
March .....	53,767,977	38,519,235
April .....	72,182,706	62,320,408
May .....	60,827,290	61,030,000
June .....	67,125,268	62,778,977
July .....	Not available	65,621,553
Total .....	Not available	388,536,368

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Aug. 18, 1923, with comparisons:

	1923.		1922.	
	Pounds.		Pounds.	
Week ended Aug. 18, 1923.	Week ended Aug. 19, 1922.	From Nov. 1, 1922.	Week ended Aug. 18, 1922.	From Nov. 1, 1922.
United Kingdom....	163	105	4,830	
Continent .....	600	2,056	21,084	
So. and Cent. Amer. ....			590	
West Indies.....	698		16,364	
B. N. A. Colonies.....			870	
Other countries.....			290	
Total .....	1,461	2,161	43,828	
BACON AND HAMS, LBS.				
United Kingdom....	16,538,000	8,270,000	455,099,104	
Continent .....	3,148,000	4,243,000	185,774,950	
So. and Cent. Amer. ....			312,700	
West Indies.....	50,000		4,073,000	
B. N. A. Colonies.....			62,300	
Other countries.....			707,400	
Total .....	19,736,000	12,513,000	646,029,454	
LARD, LBS.				
United Kingdom....	5,514,194	1,281,696	244,781,368	
Continent .....	9,368,883	8,416,675	465,092,905	
So. and Cent. Amer. ....	2,000		2,489,673	
West Indies.....	204,000		8,242,000	
B. N. A. Colonies.....			61,000	
Other countries.....			241,448	
Total .....	15,177,077	9,700,371	700,908,344	

### RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
From—			
New York .....	763	6,117,000	11,467,077
Philadelphia .....		50,000	17,000
Baltimore .....			294,000
New Orleans .....	698		2,970,000
Montreal .....		11,741,000	

Total, week .....	1,461	19,736,000	15,177,077
Previous week .....	527	15,253,800	8,738,064
Two weeks ago .....	400	18,616,000	8,309,168
Same week year ago .....	2,161	12,513,000	9,700,371

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to Aug. 18, 1923:

	1922-1923.	1921-1922.	Increase.
Pork .....	8,765,600	5,486,000	3,279,600
Bacon and hams .....	846,029,454	419,249,917	226,779,537
Lard .....	700,908,394	483,690,653	217,298,741

### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, August 23, 1923, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef—</b>				
STEERS:				
Choice .....	\$18.00 @ 19.00	\$18.50 @ 19.50	\$19.50 @ 20.50	\$19.00 @ ...
Good .....	17.00 @ 18.00	17.50 @ 18.00	17.50 @ 19.00	17.00 @ 18.50
Medium .....	15.00 @ 16.00	13.00 @ 16.00	13.00 @ 16.00	13.00 @ 16.00
Common .....	12.00 @ 14.00	10.00 @ 12.00	8.00 @ 12.00	10.00 @ 12.00
<b>COWS:</b>				
Good .....	13.00 @ 14.00	..... @ .....	13.00 @ 13.50	11.00 @ .....
Medium .....	11.50 @ 12.50	10.00 @ 13.00	10.00 @ 12.00	9.00 @ 10.00
Common .....	7.00 @ 10.00	7.00 @ 10.00	7.50 @ 9.00	8.00 @ 9.00
<b>BULLS:</b>				
Good .....	..... @ .....	..... @ .....	..... @ .....	..... @ .....
Medium .....	..... @ .....	..... @ .....	..... @ .....	..... @ .....
Common .....	8.00 @ 8.50	..... @ .....	7.50 @ 8.00	..... @ .....
<b>Fresh Veal*—</b>				
Choice .....	20.00 @ 21.00	..... @ .....	21.00 @ 23.00	..... @ .....
Good .....	18.00 @ 19.00	..... @ .....	18.00 @ 20.00	16.00 @ 18.00
Medium .....	14.00 @ 16.00	9.50 @ 10.50	12.00 @ 15.00	11.00 @ 14.00
Common .....	8.00 @ 12.00	8.50 @ 9.50	8.00 @ 10.00	9.00 @ 11.00
<b>Fresh Lamb and Mutton—</b>				
LAMB:				
Choice .....	28.00 @ 29.00	31.00 @ 32.00	31.00 @ 32.00	31.00 @ 32.00
Good .....	26.00 @ 27.00	28.00 @ 30.00	29.00 @ 30.00	29.00 @ 30.00
Medium .....	24.00 @ 25.00	26.00 @ 27.00	27.00 @ 28.00	26.00 @ 28.00
Common .....	20.00 @ 22.00	23.00 @ 25.00	24.00 @ 26.00	..... @ .....
<b>YEARLINGS:</b>				
Good .....	..... @ .....	..... @ .....	..... @ .....	..... @ .....
Medium .....	..... @ .....	..... @ .....	..... @ .....	..... @ .....
Common .....	..... @ .....	..... @ .....	..... @ .....	..... @ .....
<b>MUTTON:</b>				
Good .....	18.00 @ 19.00	..... @ .....	19.00 @ 22.00	19.00 @ 20.00
Medium .....	15.00 @ 17.00	..... @ .....	15.00 @ 18.00	18.00 @ 19.00
Common .....	10.00 @ 13.00	..... @ .....	14.00 @ 15.00	..... @ .....
<b>Fresh Pork Cuts—</b>				
LOINS:				
8-10 pound average .....	24.00 @ 25.00	20.00 @ 22.00	23.00 @ 24.00	21.00 @ 23.00
10-12 pound average .....	22.00 @ 23.00	19.00 @ 21.00	21.00 @ 22.00	19.00 @ 22.00
12-14 pound average .....	17.00 @ 19.00	17.00 @ 18.00	17.00 @ 19.00	17.00 @ 19.00
14-16 pound average .....	15.00 @ 16.00	14.00 @ 16.00	15.00 @ 16.00	15.00 @ 16.00
16 pounds and over .....	13.00 @ 14.00	12.00 @ 14.00	13.00 @ 14.00	..... @ .....
<b>SHOULDERS:</b>				
Skinned .....	10.50 @ 11.00	..... @ .....	10.00 @ 12.00	11.00 @ 12.00
<b>PICNICS:</b>				
4-6 pound average .....	9.50 @ 10.00	10.50 @ 11.50	10.00 @ 11.00	..... @ .....
6-8 pound average .....	9.00 @ 9.50	10.00 @ 11.00	9.00 @ 10.00	..... @ .....
<b>BUTTS:</b>				
Boston Style .....	12.00 @ 13.00	..... @ .....	11.50 @ 14.00	12.00 @ 13.00

\*Veal prices include "hide on" at Chicago and New York.



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW.**—The market the past week has been fairly active and somewhat firmer, advancing  $\frac{1}{8}$ c from last week for extra, with sales estimated at upwards of a million pounds of extra at New York at the 7-cent level. Offerings were somewhat lighter, and the market was influenced by the better feeling in most of the other oils and greases. Manufacturers are reported well sold up, and soapers are apparently satisfied with the ruling levels. In the west, the market was moderately active and slightly firmer. At Liverpool, Australian tallow was unchanged for the week with fine quoted at 40s, and good mixed at 38s 6d.

At the London tallow auction, 853 casks were offered, of which 438 were sold, with good fine mutton tallow at 41s 6d to 42s 6d, and good fine been tallow selling at 39s 6d to 41s.

At New York prime city was quoted at  $6\frac{1}{4}$ @ $6\frac{1}{4}$ c nominal, special loose  $6\frac{1}{4}$ c nominal, extra at 7c, and edible at  $8\frac{1}{4}$ c nominal. At Chicago packers' prime was 7@ $7\frac{1}{4}$ c, No. 1 at  $6\frac{1}{2}$ @ $6\frac{3}{4}$ c, No. 2 at  $5\frac{1}{2}$ @ $5\frac{3}{4}$ c, and edible  $7\frac{1}{4}$ @8c.

**OLEO STEARINE.**—The market was quiet but was stronger, and following sales at  $10\frac{1}{2}$ c last week, there were rumors of sales at  $10\frac{1}{2}$ c this week, New York, though confirmation was lacking. Offerings, however, were light and the market was nominally quoted at  $10\frac{1}{2}$ c New York, and  $10\frac{1}{4}$ @ $10\frac{1}{2}$ c at Chicago.

**OLEO OIL.**—The market was dull and steady with extra New York quoted at  $12\frac{1}{4}$ c nominal, medium  $10\frac{1}{2}$ c, lower grades  $9\frac{1}{2}$ c, and extra at Chicago  $10\frac{1}{2}$ @ $10\frac{1}{4}$ c.

SEE PAGE 37 FOR LATER MARKETS.

**LARD OIL.**—The strength in lard has brought about a decidedly higher range in lard oil, while some betterment in demand was also reported. At New York edible was quoted at  $14\frac{1}{4}$ c, extra winter  $12\frac{1}{2}$ @ $12\frac{1}{2}$ c, extra No. 1 at  $11\frac{1}{4}$ @ $12$ c, No. 1 at  $10\frac{1}{4}$ @ $11$ c.

**NEATSFOOT OIL.**—A hand-to-mouth business was again reported, and while the market was steady, trade was without particular interest. At New York pure was quoted at  $13\frac{1}{4}$ @ $14$ c, extra at  $11$ @ $11\frac{1}{4}$ c, No. 1 at  $10$ c, and cold pressed  $17\frac{1}{2}$ @ $17\frac{1}{4}$ c.

**GREASES.**—A firmer tone in tallow has resulted in a better feeling in grease. Export demand for white grease was in evidence, and offerings in all sections were smaller. Stocks are reported as moderate, although western supplies are liberal, and trade in the west was only fair. At New York yellow and choice house were quoted at  $5\frac{1}{4}$ @ $6$ c, white at  $8\frac{1}{4}$ @ $8\frac{1}{2}$ c; at Chicago brown was  $5\frac{1}{2}$ @ $5\frac{1}{2}$ c, house  $5\frac{1}{2}$ @ $5\frac{1}{4}$ c, yellow  $5\frac{1}{4}$ @ $6$ c, and choice white  $7\frac{1}{4}$ @ $8$ c.

### STUDY AGRICULTURAL PROBLEMS.

Creation of a Bureau of Agriculture has been announced by the Chamber of Commerce of the United States. The bureau will function as a part of the Chamber's Natural Resources Production Department, one of eight departments which carry on the activities of the National Chamber. The manager of the new bureau will be William Harper Dean, of Washington, formerly with the United States Department of Agriculture.

"The new bureau," according to the an-

nouncement, "has been set up by the National Chamber to function upon agricultural problems as agriculture's lines of interest cross or touch those of business in general." The Chamber feels that the inauguration of this work is a step forward in the direction of new constructive service.

"In keeping with the general policy of the National Chamber, the new bureau will make no effort to formulate on its own initiative any plans to offer for adoption by either agriculture or other industries, but rather to serve as an investigator of their common problems, and to offer the results of these studies for such action as they may seem to warrant."

### MEAT STOCKS AT FOUR CENTERS.

Stocks of meat in cold storage warehouses and meat packing establishment on August 1, 1923, at Chicago, Boston, New York and Philadelphia are reported in lbs. by the U. S. Bureau of Agricultural Economics as follows:

Commodity.	Chicago.	Boston.	New York.	Phila.
Beef, frozen.....	8,842	1,280	4,455	385
Beef, in cure.....	3,111	307	1,750	483
Beef, cured.....	6,231	608	1,228	232
Pork, frozen.....	56,836	10,267	7,467	2,605
Pork, dry salt in cure.....	23,486	518	1,175	245
Pork, dry salt, cured.....	33,336	664	628	127
Pork, pickled in cure.....	55,369	2,213	5,053	2,506
Pork, pickled, cured.....	42,523	4,835	4,450	1,955
Lamb and mutton, frozen.....	55	383	1,022	142
Meats, miscellaneous.....	17,139	2,197	3,676	438
Lard.....	70,375	1,688	2,501	801

\*Thousands of pounds, 1 c., 100 omitted.

\*Frozen and cured trimmings and edible offal.

## Packinghouse By-Products Markets

### Blood.

Chicago, Aug. 24, 1923.

Blood sold this week at \$3.95. There was not much trading, however, as the holders were asking \$4.00. The market is pretty well sold up at that.

Ground.....	Unit ammonia.
Crushed and unground.....	\$3.80@3.90
	3.80@3.75

### Digester Hog Tankage Materials.

There was an advance of some \$5.00 in digester and it was selling at \$55.00. There has not been much trading, and what there was has been stopped by the advance as the demand has slackened.

Ground, 10 to 12% ammonia.....	Unit ammonia.
Unground, 10 to 11% ammonia.....	\$3.60@3.75
Unground, 7 to 9% ammonia.....	3.35@3.50
	3.00@3.25

### Fertilizer Tankage Materials.

The fertilizer materials market has been absolutely dead for some time. It will be so until there is more buying power.

High grade, ground, 10-11% ammonia.....	Unit ammonia.
Lower grade, ground, 6-9% ammonia.....	\$2.80@2.90
Medium to high grade, unground.....	2.65@2.75
Low grade and country rend., unground.....	2.40@2.55
Hoof meal.....	2.15@2.30
Liquid stick.....	2.75@2.85
Grinding hoots, pigs' toes, dry.....	2.65@2.75
	30.00@32.00

### Bone Meals.

Bone meals as for some time now have been a drug on the market.

Raw bone meal.....	Per ton.
Steamed, ground.....	\$28.00@30.00
Steamed, unground.....	20.00@22.00
	16.00@18.00

### Cracklings.

Cracklings have been fairly active. The demand has improved over recent months.

Pork, according to grease and quality.....	Per ton.
Beef, according to grease and quality.....	\$55.00@55.00
	40.00@50.00

### Bones, Horns and Hoofs.

There has been a good demand lately for horns, and hoofs have been rather dull as the views of buyers and sellers are about \$5.00 apart.

No. 1 horns.....	Per ton.
No. 2 horns.....	\$275.00@300.00
No. 3 horns.....	225.00@250.00
Culls.....	150.00@200.00
Hoofs, black and striped, unsorted.....	25.00@30.00
Hoofs, white, unsorted.....	34.00@38.00
Round shin bones, unsorted, heavies.....	45.00@55.00
Round shin bones, unsorted, lights.....	85.00@95.00
Flat shin bones, unsorted, heavies.....	70.00@80.00
Flat shin bones, unsorted, lights.....	63.00@70.00
Thigh bones, unsorted, heavies.....	55.00@60.00
Thigh bones, unsorted, lights.....	85.00@95.00
	70.00@80.00

### Glue and Gelatin Stocks.

Glue stock has been very draggy for some time as most of the glue plants are shut down. They should be opening in about 30 days.

Calf stock.....	Per ton.
Edible pig skin strips.....	\$28.00@30.00
Rejected manufacturing bones.....	65.00@70.00
Horn piths.....	48.00@50.00
Cattle jaws, skulls and knuckles.....	23.00@25.00
Junk and hotel kitchen bones.....	33.00@35.00
Sinews, plizes and hide trimmings.....	23.00@25.00
	16.00@17.00

### Hog Hair.

Several resale lots of coil-dried and processed, winter take-off, again appeared on the market, with bids under contract prices. Summer take-off is still a drug on the market.

### Pig Skin Strips.

Continued liberal marketing of hogs, and the bearishness of buyers, continued a draggy market this week, both for tanning and gelatine purposes.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, August 22, 1923. — A few sales of New York ground tankage were made this week at \$3.60 and 10c, but there is still practically no buying interest among the fertilizer manufacturers. However, the present stocks of the producers are not very heavy and this tends to keep the price at about the above figure.

No recent sales of dried blood have been made as there are very few offerings and there is practically no demand.

Nitrate of soda, sulphate of ammonia and similar materials are being traded in small volume. Buyers hesitate now to contract for futures as they see no great chance of the market advancing and they think there is a possibility of lower prices.

## F. C. ROGERS BROKER Provisions

Philadelphia Office:  
267 North Front Street  
Trenton, N. J.

Frost-Richie Building  
State & Warren Streets

New York Office:  
431 West 14th Street

## Production, Consumption and Stocks of Fats and Oils

Production of fats and oils (exclusive of refined oils and derivatives) during the three-month period ended June 30, 1923, was as follows: Vegetables oils, 354,104,750 pounds; fish oils, 11,595,645 pounds; animal fats, 617,829,823 pounds; and grease, 108,077,794 pounds, a total of 1,091,608,012 pounds.

Of the several kinds of fats and oils covered by this industry, the greatest production, 504,021,821 pounds, appears for edible and neutral lard. Next in order is linseed oil with 178,267,280 pounds; tallow with 111,904,483 pounds; cottonseed oil with 70,711,341 pounds; coconut oil with 61,523,405 pounds; and corn oil with 28,767,557.

The production of refined oils during the period was as follows: Cottonseed, 119,986,639 pounds; coconut, 34,593,796 pounds; peanut, 1,787,804 pounds; soyabean, 485,800 pounds; corn, 19,844,065 pounds; and palm-kernel 193,699 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports, and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period ending June 30, 1923, appear in the following statements:

### VEGETABLE OILS.

Factory operations for Factory and the quarter ending warehouse June 30, 1923, stocks June 30, 1923.			
Kind.	Production, pounds.	Consumption, pounds.	Stocks, pounds.
Cottonseed, crude....	70,711,341	131,981,358	11,733,463
Cottonseed, ref....	119,986,639	121,059,404	190,550,282
Peanut, virgin and crude....	1,907,546	2,138,106	2,205,209
Peanut, refined....	1,787,804	1,905,612	1,841,360
Coconut, or copra, crude....	61,523,405	82,174,382	88,822,969
Coconut, or copra, refined....	34,593,796	52,378,901	26,951,358
Corn, crude....	28,767,557	24,470,165	9,184,749
Corn, refined....	19,844,065	2,807,350	14,275,130
Soya-bean, crude....	272,041	5,487,994	10,609,619
Soya-bean, refined....	485,800	2,907,874	1,876,457
Olive, edible....	31,500	575,542	6,335,454
Olive, inedible....	1,114,515	1,646,596	
Sulphur oil, or olive foots....		7,192,771	6,941,637
Palm-kernel, crude....		1,398,577	890,157
Palm-kernel, refined....	193,699	1,285,487	115,787
Rapeseed....		2,838,768	2,762,504
Linseed....	178,267,280	105,613,048	31,453,270
Chinese wood or tung....		10,878,153	15,262,557
Chinese vegetable tallow....		1,754,990	5,140,590
Castor....	10,537,340	4,126,601	2,992,577
Palm....		30,605,055	37,216,952
All other....	2,028,240	4,410,055	15,824,387

### FISH OILS.

Kind.	Production, pounds.	Consumption, pounds.	Stocks, pounds.
Cod and cod liver....	90,600	2,761,523	4,528,134
Menhaden....	4,939,612	12,751,889	9,899,437
Whale....	3,556,500	9,589,913	18,556,650
Herring, including sardine....	1,987,605	504,913	2,826,512
Sperm....	614,250	268,055	3,438,961
All other (including marine animal)....	407,078	301,502	494,546

### ANIMAL FATS.

Kind.	Production, pounds.	Consumption, pounds.	Stocks, pounds.
Lard, neutral....	15,194,211	7,062,322	5,439,957
Lard, other edible....	488,827,610	5,755,083	95,962,651
Tallow, edible....	12,925,197	7,305,067	4,138,097
Tallow, inedible....	99,881,286	106,156,674	78,062,649
Neat's-foot oil....	1,908,519	1,733,432	1,656,928

### GREASES.

Kind.	Production, pounds.	Consumption, pounds.	Stocks, pounds.
White....	25,766,065	18,293,361	13,498,835
Yellow....	21,915,169	13,198,248	13,037,067
Brown....	13,533,235	8,917,137	9,488,471
Bone....	2,884,449	782,402	894,477
Tankage....	16,181,213	414,040	5,051,841
Garbage or house....	18,641,547	18,866,906	11,837,493
Wool....	2,907,300	806,000	2,595,891
Recovered or degreased....	4,314,251	3,158,873	3,068,231
All other....	2,784,545	2,989,405	3,536,076

### OTHER PRODUCTS.

Kind.	Production, pounds.	Consumption, pounds.	Stocks, pounds.
Lard compounds and other lard subs....	14,738,214	752,493	12,280,760
Hydrogenated oils....	50,071,967	55,392,414	25,196,488
Stearin, vegetable....	3,617,449	1,808,396	5,342,307
Stearin, animal, ed....	16,632,222	10,998,087	6,518,453
Stearin, animal, inedible....	7,490,798	6,617,726	8,274,279
Oleo oil....	41,745,141	12,561,319	16,860,328
Lard oil....	7,828,800	5,471,526	4,772,774
Tallow oil....	9,978,306	7,155,871	3,757,599
Fatty acids....	22,881,569	24,182,381	7,473,046
Fatty acids, distilled....	10,968,191	10,312,493	2,539,028
Red oil....	12,912,206	8,166,236	12,674,412
Stearic acid....	5,581,550	3,162,589	5,767,259

Kind.	Production, pounds.	Consumption, pounds.	Stocks, pounds.
Glycerin, crude, 90% basis....	24,087,926	26,123,589	8,244,986
Glycerin, dynamite....	15,486,339	14,402,008	12,455,754
Glycerin, chem. pure....	12,120,032	1,292,315	5,202,150
Cottonseed foots....	16,576,087	20,642,218	13,062,539
Cottonseed foots, distilled....	11,429,527	6,987,784	11,402,062
Other vegetable oil foots....	4,883,983	4,851,629	2,753,114
Other vegetable oil foots, distilled....	264,856	275,512	83,165
Acidulated soap stk....	2,313,180	3,920,172	3,654,797
Miscellaneous soap stock....	619,625	863,433	145,931

\*The data of oil produced, consumed and on hand by fish oil producers and fish cannery were collected by the Bureau of Fisheries.

### RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

Kind.	Consumed April 1 to June 30, 1923.	On hand June 30, 1923.
Cottonseed....	207,653	13,768
Peanuts, hulled....	1,829	62
Peanuts in the hull....	1,479	146
Copra....	48,631	8,085
Coconuts and skins....	320	41
Olive....	106	.....
Corn germ....	36,751	1,023
Flaxseed....	243,302	56,053
Castor beans....	13,352	4,406
Mustard seeds....	652	1,777
Soya-beans....	1,175	50
Other kinds....	2,571	2,214

Imports and exports of fats and oils are shown in the following tables:

### IMPORTS OF FOREIGN FATS AND OILS, QUARTERS ENDING MARCH 31 AND JUNE 30, 1923.

Kind.	March 31, 1923.	June 30, 1923.
Whale oil....	10,733,595	16,881,755
Cod and cod-liver oil....	3,298,275	4,386,682
Other fish oils....	1,888,928	2,896,830
Beef and hog fats....	3,197,964	6,474,251
All other animal fats....	95,885	6,956,931
Chinese wood oil, or nut oil....	17,653,672	26,359,560
Coconut oil....	59,749,207	32,256,313
Cottonseed oil....	25,000	.....
Olive oil, edible....	16,676,256	21,304,486
Olive oil, inedible....	16,490,145	12,768,472
Palm oil....	43,667,510	45,676,862
Peanut oil....	1,043,591	5,297,325
Rape oil....	4,385,842	3,966,015
Linseed oil....	189,415	26,039,421
Soya-bean oil....	4,470,774	23,902,257
Vegetable tallow....	2,387,784	9,048,018
Vegetable wax....	2,169,559	3,180,965
Other vegetable oils....	3,861,500	12,556,752
Glycerin....	4,195,270	5,999,159

### EXPORTS OF FOREIGN FATS AND OILS, QUARTERS ENDING MARCH 31 AND JUNE 30, 1923.

Kind.	March 31, 1923.	June 30, 1923.
Fish oils....	45,502	5,512
Other animal oils, fats and greases....	33,623	244,709
Chinese nut oil....	561,792	326,950
Coconut oil....	369,142	3,462,718
Olive oil, edible....	8,948	34,840
Palm and palm-kernel oil....	487,801	648,398
Peanut oil....	3,283	14,476
Soya-bean oil....	141,893	10,066
Other vegetable oils, fats and greases....	668,010	405,373
Vegetable wax....	117,988	115,074

### EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDING JUNE 30, 1923.

Kind.	Pounds.
Oleo oil....	25,258,713
Lard oil....	108,911
Neat's-foot oil....	214,257
Whale oil....	19,443
Other animal oils....	297,733
Cod and cod-liver oil....	78,788
Other fish oils....	108,000
Oleo stock....	3,505,609
Tallow, edible....	249,929
Tallow, inedible....	8,239,237
Lard....	243,279,070
Lard, neutral....	6,452,696
Lard compound containing animal fats....	1,652,393
Oleo and lard stearin....	2,585,309
Grease stearin....	413,475
Oleic acid or red oil....	214,085
Stearic acid....	947,559
Other fatty acids....	65,576
Oleomargarine containing animal fats....	428,732
Other animal greases, oils, and fats....	9,708,042
Coconut oil....	2,344,206
Cottonseed oil, crude....	3,901,670
Cottonseed oil, refined....	5,490,944
Linseed oil....	825,814
Soya-bean oil....	106,126
Corn oil....	982,715
Vegetable oleomargarine....	17,899
Vegetable oil lard compounds....	1,516,298
Vegetable soap stock....	808,191
Other vegetable oils and fats....	2,018,307
Vegetable stearin....	28,213
Glycerin....	415,298

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to the National Provisioner.)

New Orleans, La., Aug. 23.—Old crop crude exhausted; new crop scarce; 9c bid f. o. b. Texas, immediate or prompt shipment. Valley mills will hardly start crushing before September 20 or later. Refined firm and advancing and urgently needed in all directions. Seven per cent meal, \$41.50; 8 per cent, \$45.50. Loose hulls, \$13.50; sacked, \$17.75, New Orleans.

## 1922-23 COTTONSEED PRODUCTS.

Cottonseed products manufactured and on hand at oil mills, by states, for the season 1922-23, are reported by the U. S. Bureau of the Census as follows:

### MANUFACTURED AUG. 1 TO JULY 31.

State.	Crude oil, pounds.	Cake and meal, tons.
United States....	1,003,025,212	1,486,861
Alabama....	63,980,453	93,707
Arkansas....	81,389,328	116,906
Georgia....	81,262,418	122,726
Louisiana....	31,708,441	47,167
Mississippi....	127,202,285	169,946
North Carolina....	96,163,543	130,743
Oklahoma....	31,164,400	85,419
South Carolina....	49,126,844	70,611
Tennessee....	91,360,886	123,510
Texas....	286,012,113	459,298
All other....	44,279,506	68,708

State.	Hulls, tons.	Linters, 500-pound bales.
United States....	943,595	908,706

State.	Crude oil, pounds.	Cake and meal, tons.
Alabama....	57,841	34,332
Arkansas....	81,191	47,946
Georgia....	64,661	51,988
Louisiana....	28,282	18,087
Mississippi....	114,943	73,721
North Carolina....	79,352	50,726
Oklahoma....	51,730	41,524
South Carolina....	39,886	36,483
Tennessee....	91,601	54,141
Texas....	289,504	177,027
All other....	44,904	22,782

### ON HAND AT OIL MILLS JULY 31.

State.	Crude oil, pounds.	Cake and meal, tons.
United States....	2,850,719	50,173
Alabama....	6,135	7,675
Arkansas....	30,310	3,620
Georgia....	397,045	7,761
Louisiana....	540,432	3,143
Mississippi....	12,790	6,482
North Carolina....	228,995	309
Oklahoma....	228,995	4,949
South Carolina....	1,145	4,786
Tennessee....	1,562,582	3,671
Texas....	12,750	3,597
All other....	15,963	27,563

State.	Hulls, tons.	Linters, 500-pound bales.
United States....	15,963	27,563

State.	Crude oil, pounds.	Cake and meal, tons.
Alabama....	429	3,587
Arkansas....	1,198	2,535
Georgia....	2,597	3,317
Louisiana....	35	579
Mississippi....	1,145	4,440
North Carolina....	1,045	2,808
Oklahoma....	604	130
South Carolina....	1,015	3,322
Tennessee....	1,146	2,784
Texas....	4,978	3,385
All other....	1,471	762

## JUNE MARGARIN STATISTICS.

Following are the figures of actual production as reported by margarin manufacturers to the U. S. Department of Agriculture.

The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month and are not given in this report.

### UNCOLORED MARGARIN.

	June, 1922.	June, 1923.
Exclusively animal....	33,630	46,140
Exclusively vegetable....	4,466,817	5,483,387
Animal and vegetable....	7,411,167	7,945,970

### COLORED MARGARIN.

	June, 1922.	June, 1923.
Exclusively animal....	83,534	183,315
Exclusively vegetable....	314,906	450,514
Animal and vegetable....	12,310,054	14,109,326

There was an increase of 1,799,272 pounds in June, 1923, over the corresponding month a year ago, or about 13 per cent.

### Margarin Production Comparisons.

July 1, 1921, to June 30, 1922.		July 1, 1922, to June 30, 1923.		Inc. Dec.
	Lbs.		Lbs.	Pct. Pct.
July, '21.	11,065,060	July, '22.	12,370,308	11
Aug., '21.	16,989,867	Aug., '22.	12,961,824	24
Sept., '21.	17,606,114	Sept., '22.	14,197,844	20
Oct., '21.	21,227,055	Oct., '22.	17,886,693	16
Nov., '21.	18,690,570	Nov., '22.	19,366,722	4
Dec., '21.	18,701,788	Dec., '22.	20,812,013	11
Jan., '22.	16,434,778	Jan., '23.	20,777,425	20
Feb., '22.	14,650,379	Feb., '23.	18,754,276	28
Mar., '22.	15,558,347	Mar., '23.	20,764,148	31
Apr., '22.	14,201,238	Apr., '23.	18,777,446	32
May, '22.	15,829,298	May, '23.	19,557,277	27
June, '22.	12,130,515	June, '23.	14,109,326	15



## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

#### Market Irregular—Cash Trade Quieter— Seed and Crude Oil Strong—Texas Gets Rains—Trade Small.

A more moderate trade in cottonseed oil futures featured the market on the New York Produce Exchange the past week and prices, after advancing 1 to 1½¢ per lb. from the lows, eased off moderately from the highs. There was no change in the oil situation that brought about the advance, but there was sufficient change in the conditions which, under normal circumstances, would check an upward trend.

The drought in Texas and Oklahoma was effectively broken, and while it was contended by some that the rains came too late, it would seem likely that the moisture will eventually prove to have at least checked the destruction of the plant that has been going on. To say the least, the rains brought about sufficient realizing and renewed bear pressure to offset a good class of commission house buying and local support, with part of the buying credited to leading refining interests.

#### Lard Market Disturbed Longs.

The weakness in cotton and a more two-sided market in lard tended to disturb the confidence of the longs, while at the same time there was evidence that the cash trade had been booked up pretty

well the past two weeks. With a quieter demand for both oil and compound, there was more or less of a disposition to hold off and await developments.

The trade is talking a cotton crop of two to eleven million bales, and so far this month has paid little or no attention to the private crop reports. It is understood that a Texas pool manager, who has been bearish on oil, has finally admitted that the Texas condition is very low, and that the state will do well to make 3,500,000 bales.

#### Very Strong Oil Situation.

Aside from the technical conditions prevailing, such as the prospective cotton crop, etc., the situation prevailing in oil as far as supply and demand are concerned is the strongest that the trade has ever witnessed in its history. The carry-over at the end of the old season, on August 1st, was only 365,000 bbls., the smallest on record, while the July consumption of 163,000 bbls. was about what the trade has been looking for, compared with 141,000 bbls. the previous month and 136,000 last year. Domestic and export disappearance of oil for the year was 2,341,000 bbls., against 2,260,000 last year, notwithstanding the fact that exports were only 161,000 bbls., against 215,000 bbls. the previous year.

The possibilities are that not over 35,000 bbls. of new oil will be received during August, giving a supply of 400,000 bbls., while August consumption is expected to

reach at least 200,000 bbls. This would leave a stock of oil in all positions on Sept. 1st of only 200,000 bbls.

#### Texas Seed Prices Are Up.

This situation, with the less favorable cotton crop outlook, has resulted in another advance of \$3 per ton in seed prices in Texas to \$43 per ton. Packers with small stocks of oil on hand have been buying crude oil in Texas, and the crude market there has advanced to 9 cents for August shipment, equal to 11½¢ for September oil futures, New York, for October shipment. Texas was reported to have sold at 8 cents, which is equivalent to fully 10¢ for Nov. oil in the New York market.

#### Situation Duplicates Last Year.

The present season and situation is an exact duplicate of the conditions that prevailed at this time last year. The small stocks of oil are unquestionably going to result in high seed prices, and a high level of crude oil, owing to competition from all quarters for the early run of the season. In the southeast and the valley little or no seed is moving and immediate crude, southeast, is 9c bid, with offerings nil.

The speculative market is one feature of the situation, but there is no questioning the fact that the large short interest in the October delivery might readily be disturbed, particularly if there should be a holding tendency on the part of the South for higher seed prices, which would

# ASPEGREN & CO., INC.

Produce Exchange Building  
NEW YORK CITY  
DISTRIBUTORS



AGENTS  
IN  
PRINCIPAL EASTERN CITIES



SELLING AGENTS FOR

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va.  
The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.  
The International Vegetable Oil Co., Savannah, Ga.



## Decolorizing and Deodorizing Problems

ARE READILY SOLVED BY THE USE OF **SUPER FILTCHAR**

This "bleaching" carbon is so powerful that only very small, or even fractional percentages are necessary to give efficient results. We welcome any opportunity to demonstrate to you its many advantages and our Technical Department is at your service to advise or co-operate. **WRITE FOR FULL PARTICULARS.**

**INDUSTRIAL CHEMICAL CO., Sole Manufacturers**  
FIFTH AVENUE BUILDING, NEW YORK CITY

force the mills to hold crude oil, as they did a year ago.

**COTTONSEED OIL**—Market transactions:

Thursday, August 16, 1923.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1030 a	
Aug.			1030 a	1070
Sept.	2400	1043 1025	1035 a	1040
Oct.	5300	1003 989	997 a	1000
Nov.	1900	935 928	933 a	935
Dec.	600	921 920	920 a	922
Jan.	3900	925 918	923 a	925
Feb.			925 a	935
Mar.	1700	950 940	944 a	947

Total sales, including switches, 16,400  
Prime Crude S. E. Nominal.

Friday, August 17, 1923.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1025 a	
Aug.			1015 a	1060
Sept.	3700	1035 1025	1024 a	1026
Oct.	7100	1000 986	987 a	988
Nov.	1600	936 926	925 a	927
Dec.	1100	926 916	915 a	920
Jan.	5500	928 917	917 a	918
Feb.			920 a	930
Mar.	1400	949 940	940 a	942

Total sales, including switches, 20,400  
Prime Crude S. E. Nominal.

Saturday, August 18, 1923.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1025 a	1075
Aug.	600	1045 1040	1025 a	1060
Sept.	700	1028 1027	1030 a	1035
Oct.	1500	997 985	995 a	997
Nov.	500	928 928	930 a	935
Dec.	500	918 915	920 a	924
Jan.			922 a	926
Feb.			930 a	937
Mar.	1300	945 943	946 a	947

### THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

### BROKERS EXCLUSIVELY

### VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil

### COTTON OIL FUTURES

On the New York Produce Exchange

Total sales, including switches, 5,900  
Prime Crude S. E. Nominal.

Monday, August 20, 1923.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1025 a	
Aug.			1025 a	1085
Sept.	900	1050 1030	1035 a	1045
Oct.	5200	1020 998	1001 a	1001
Nov.	2700	942 934	934 a	937
Dec.	2800	936 922	923 a	925
Jan.	2000	940 925	925 a	927
Feb.			930 a	940
Mar.	9000	959 947	945 a	948

Total sales, including switches, 23,000  
Prime Crude S. E. Nominal.

Tuesday, August 21, 1923.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1080 a	1125
Aug.			1065 a	1100
Sept.	100	1050 1050	1055 a	1050
Oct.	2200	1024 1005	1021 a	1023
Nov.	1200	950 945	947 a	950
Dec.	4500	937 926	931 a	936
Jan.	4600	937 923	931 a	935
Feb.	100	935 935	930 a	935
Mar.	2400	958 954	953 a	957

Total sales, including switches, 17,300  
Prime Crude S. E. nominal.

Wednesday, August 22, 1923.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1040 a	
Aug.			1050 a	1075
Sept.	200	1038 1038	1036 a	1040
Oct.	3000	1010 1001	1003 a	1005
Nov.	2200	945 935	935 a	937
Dec.	800	925 920	920 a	925
Jan.	3200	930 922	923 a	924
Feb.	100	930 930	930 a	934
Mar.	2100	950 942	943 a	944

Total sales, including switches, 12,000  
Prime Crude S. E. Nominal.

Thursday, August 23, 1923.

	High.	Low.	Close.	Prev. close.
Aug.			10.50@10.95	10.40
Sept.	10.43	10.43	10.50@10.95	10.05
Oct.	10.08	10.04	10.41@10.44	10.36
Nov.	9.44	9.38	10.07@10.08	10.03
Dec.	9.30	9.26	9.35@9.41	9.35
Jan.	9.31	9.30	9.29@9.30	9.20
Feb.			9.29@9.32	9.23
March	9.50	9.46	9.35@9.40	9.30

SEE PAGE 37 FOR LATER MARKETS.

**COCOANUT OIL**—A better feeling was in evidence, and prices moved up slightly,

with the better tone in tallow, and the firmness in crude cotton oil. A little better trade demand was reported, and holders appeared to have tightened up in their offerings. Copra was still quoted at 4½c c. i. f. coast. On the coast September-December shipment was quoted at 7½c, sellers' tanks, about ½c better than last week. At New York Ceylon type in barrels was quoted at 9c; tanks, 7½@7¾c; Cochin type, barrels, New York, 9¾@10c; edible, 10½@10¾c.

**SOYA BEAN OIL**—A much better inquiry was in evidence, but the market was no more than steady with offerings moderate. At New York crude in barrels was 10@10¼c; blown, 14@14¼c; tanks, New York, 9c; tanks, coast, 8¾c.

**PEANUT OIL**—There was nothing new in the position of this market; offerings were light, demand limited, and stocks small. At New York refined was quoted at 13½@13¾c, while the crude market, both here and f. o. b. mills was nominal.

**CORN OIL**—A better demand developed and prices advanced ¼c or more, with buying orders difficult to fill, holders advancing ideas considerably. September shipment crude oil was quoted at 7¾@8c f. o. b. the west, sellers' tanks. At New York crude was 9¾@10c barrels; refined barrels, 11½@12c; cases, \$13.38.

**PALM OIL**—The market was much firmer in tone, and up about ¾c, with both spot and shipment advancing with the upturn in tallow and a renewal of soap-manufacturers' interest. Stocks are reported small here. At New York Niger spot was quoted at 6½c; shipment, 6¾c; Lagos, spot, 7½c@7¾c; shipment, 7¾c.

**PALM KERNEL OIL**—The market was steadier with other oils, but demand was rather quiet, and imported was quoted New York at 8¼@8½c.

**COTTONSEED OIL**—Demand has been good and the market was strong; p. s. y. spot, barrels, New York, 10¾@11c; bleachable, 10¼@10½c; southeast crude, 9c bid; Texas, 8½@9c.

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 21.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, \$3.70 @3.80 per cwt.; 98% powdered caustic soda, 4¼@4½c lb.; 58% carbonate of soda, 2@2¼c lb.

Clarified palm oil, in casks of 2,000 lbs., 7½c lb.; commercial yellow olive oil, \$1.10 @1.15 gal.; olive oil foots, 8¾@9c lb.; East India Cochin cocoanut oil, 13c lb., duty paid; Cochin grade cocoanut oil, domestic, 10¾@11c lb.; Ceylon grade cocoanut oil, 9½@9¾c lb.

Prime summer yellow cottonseed oil, 11¼@12c lb.; soya bean oil, 10@10½c lb.; linseed oil, 96@99c gal.; crude corn oil, in bbls., 9¾@10¼c lb.; peanut oil, in bbls., New York, deodorized, 13¼@13¾c lb.; peanut oil, in tanks, f. o. b. mills, 11c lb.; extra tallow, 7c lb.; dynamite glycerine, nominal, 16c lb.; saponified glycerine, nominal, 13c lb.; crude soap glycerine, nominal, 11@11½c lb.; chemically pure glycerine, nominal, 17@17½c lb.; prime packers' grease, nominal, 6@6¼c lb.

## The Procter & Gamble Co.

Refiners of all Grades of

## COTTONSEED OIL

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Jersey Butter Oil  
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil  
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## BRITISH VEGETABLE OIL TRENDS.

Supplies of oilseeds on hand during the spring in Great Britain were below average, but good stocks at the beginning helped to keep the mills pretty well employed though production on the whole was rather less. Due to slowness of trade during May, the demand was limited both in respect to seed and oil. Domestic demand did not develop and there was every indication that the consuming industries were adequately supplied in the present circumstances of depression, especially in the soap and margarin trades, according to recent reports to the U. S. Department of Commerce.

At the beginning of May linseed oil opened in a nervous state and, although there was a slight improvement on reports of a better export demand, this was not maintained and towards the close of the month prices broke abruptly on speculators realizing, spot value falling to under £40.0.0 (\$194.66) per ton naked ex Hull mill, a decline of over £6.0.0 (\$29.19) per ton on the month. Home demand was small and, except for minor quantities in barrels, America was not a buyer, though with the lower level of values now reached, further business is anticipated. Shipments of linseed oil in bulk bought for May-August delivery at New York have begun and in May represented 80 per cent of the total exports of this commodity from Hull.

Cotton oils were dull and featureless and trade actually done in a narrow compass. Crude oil from Egyptian seed fell to £37.10.0 (\$182.49) at the end of the month and soapmakers' grade of refined to £39.10.0 (\$192.22) per ton naked ex Hull mill, a decline of £3.0.0 (\$14.59) and £5.0.0 (\$24.33) per ton respectively from the prices ruling at the opening of May. Most other vegetable oils produced here have also declined in value £1.0.0 (\$4.86) to £3.0.0 (\$14.59) per ton, notably palm kernel oil, for which there was some demand for export to America.

Very little business was done in either linseed or cottonseed, crusher requirements being well covered and the poor oil demand making it unnecessary to increase their holdings to any extent. The view is held that unless there is a marked development within the next few weeks, the present surplus of linseed will be more than ample to cover all the world's needs.

The following comparative table shows the imports of oilseeds, nuts, kernels and vegetable oils from abroad at Hull during May and for January-May, together with the figures for the corresponding pe-

riods in 1922, as compiled from H. M. Customs returns.

	(In gross tons of 2,240 pounds.)			
	1922.	May 1923.	January-May 1923.	1922.
Linseed	11,473	13,109	70,097	73,966
Cottonseed—				
Egyptian	4,059	19,112	84,204	108,546
Bombay	6,051	7,381	18,815	51,806
Rapeseed	3,510	2,939	11,257	18,488
Castorseed	1,405	851	7,419	4,622
Soya beans	1,098	6,931	22,098	45,144
Palm kernels	649	3,554	16,840	24,373
Ground nuts	1,130	405	6,638	9,524
Olive oil	51	415	16,409	11,547
Linseed oil	328	90	1,487	1,093
Rapeseed oil	1 1/2	410 1/2	8 1/2	681 1/2
Cocoanut oil	40	9	112	32
Palm oil	5	17	45 1/2	38 1/2
		18	212 1/2	405 1/2

Exports of the principal vegetable oils from Hull during May and to date and the corresponding figures for last year are as follows:

	(In gross tons of 2,240 pounds.)			
	1922.	May 1923.	January-May 1923.	1922.
Linseed oil	6,245	3,774	20,994	5,717
Cottonseed oil	469	1,160	1,889	5,178
Soya bean oil	63	237	1,827	962

There were also exported 400 tons of ground nut oil to Holland. Exports of linseed oil included 3,057 tons for the United States and 33 tons for South America. All conversions were made at \$4.8665 to the pound sterling.

## Statistics of Cottonseed and Products

Cottonseed received, crushed, and on hand, and cottonseed products manufactured, shipped out, on hand, and exported covering the twelve-month period ending July 31, 1923 and 1922, are given in the following tables.

Cottonseed received, crushed, and on hand, tons, is reported as follows:

State.	Received at mills*		Crushed		On hand	
	Aug. 1 to July 31, 1923.	1922.	Aug. 1 to July 31, 1923.	1922.	at mills July 31, 1923.	1922.
United States	3,244,900	2,923,658	3,241,464	3,007,717	12,032	13,168
Alabama	202,120	161,864	203,720	163,819	420	2,020
Arkansas	263,053	225,917	260,979	229,718	573	822
Georgia	255,923	315,065	256,428	326,740	1,170	1,675
Louisiana	102,949	102,984	102,420	102,619	4	96
Mississippi	386,206	329,750	386,063	331,838	527	294
North Carolina	288,583	299,500	288,973	299,677	296	656
Oklahoma	187,120	154,295	187,354	157,162	191	625
South Carolina	152,068	253,160	152,566	262,415	700	1,208
Tennessee	289,491	241,029	289,556	241,947	87	178
Texas	973,676	731,954	970,290	764,898	7,580	5,275
All other	143,661	105,140	142,945	126,884	504	289

\*Includes seed destroyed at mills but not 13,168 tons and 99,821 tons on hand Aug. 1, nor 193,821 tons and 132,151 tons reshipped for 1923 and 1922, respectively.

Cottonseed products manufactured, shipped out, and on hand, are reported as follows:

Item.	Season.	On hand Aug. 1, 1923.	Produced Aug.		Shipped out		On hand July 31.
			1 to July 31, 1923.	1 to July 31, 1922.	Aug. 1 to July 31, 1923.	Aug. 1 to July 31, 1922.	
Crude oil, pounds	1922-23	*6,905,406	1,003,025,212	1,003,025,212	1,003,025,212	1,003,025,212	5,006,294
	1921-22	18,762,794	930,474,738	930,474,738	930,474,738	930,474,738	6,905,409
Refined oil, pounds	1922-23	†163,851,360	†910,539,168	†910,539,168	†910,539,168	†910,539,168	†137,997,813
	1921-22	228,263,633	839,898,417	839,898,417	839,898,417	839,898,417	163,851,360
Cake and meal, tons	1922-23	66,915	1,486,861	1,486,861	1,486,861	1,486,861	50,173
	1921-22	36,302	1,334,604	1,334,604	1,334,604	1,334,604	66,915
Hulls, tons	1922-23	28,617	943,595	943,595	943,595	943,595	15,963
	1921-22	73,280	936,960	936,960	936,960	936,960	28,617
Linters, 500-lb. bales	1922-23	38,929	608,708	608,708	608,708	608,708	27,563
	1921-22	124,377	400,371	400,371	400,371	400,371	38,929
Hull fiber, 500-lb. bales	1922-23	34,342	76,689	76,689	76,689	76,689	5,729
	1921-22	30,676	42,060	42,060	42,060	42,060	34,342
Grabbots, motes, etc., 500-lb. bales	1922-23	1,428	18,317	18,317	18,317	18,317	1,533
	1921-22	6,620	11,481	11,481	11,481	11,481	1,739

\*Includes 1,041,907 and 1,014,065 pounds held by refining and manufacturing establishments and 2,387,790 and 1,170,910 pounds in transit to refiners and consumers Aug. 1, 1922, and July 31, 1923, respectively.

†Includes 4,540,745 and 3,783,784 pounds held by refiners, brokers, agents and warehousemen at places other than refineries and manufacturing establishments and 5,270,993 and 8,670,531 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1, 1922, and July 31, 1923, respectively.

Exports of cottonseed products for twelve months ending July 31, 1923, are as follows: Oil, 1923, 64,469,273 lbs.; 1922, 85,992,501 lbs. Cake and meal, 1923, 226,584 tons; 1922, 252,925 tons. Linters, 1923, 41,438 running bales; 1922, 132,027 running bales.

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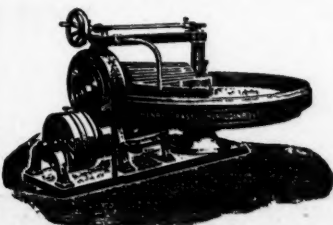
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products advanced rather sharply with a revival of cash trade both domestic and export. Cool weather has increased consumption. Hog receipts have been liberal, but hog prices were strong. Commission houses were good buyers and packers supported the market. European stocks are reported moderate and packers' agents are advising free consignments of lard.

### Cottonseed Oil.

Cottonseed oil was strong and at new highs for the movement. With general buying, light offerings, and strong cash crude and seed situation, Texas seed is reported at \$47.00 delivered at mills, southeast crude cottonseed is quoted at 9 cents bid, Texas 9 cents sales. The trade is estimating the August consumption at 190,000 to 200,000 bbls.

Quotations on cottonseed oil at Friday noon were: August, \$10.60@10.90; September, \$10.60@10.61; October, \$10.20@10.23; November, \$9.50@9.53; December, \$9.40@9.41; January, \$9.40@9.45; March, \$9.60@9.65.

### Tallow.

Extra, 7c.

Oleo Oil and Stearine.

Oleo stearine, 11c; extra oleo oil, 12 1/4 c.

## FRIDAY'S GENERAL MARKETS.

New York, August 25, 1923.—Spot lard at New York, prime western, \$11.95@12.05; Middle West, \$11.75@11.95; city steam, \$11.50@11.75; refined, continent, \$12.75; South American, \$13.00; Brazil, kegs, \$14.00; compound, \$12.00.

### Liverpool Provision Markets.

Liverpool, August 25, 1923.—(By Cable.)—Quotations today: Shoulders, square, 74s; shoulders, picnics, 55s; hams, long cut, 104s; hams, American cut, 102s; bacon, Cumberland cut, 85s; bacon, short backs, 71s; bacon, Wiltshire, 102s; bellies, clear, 73s; Australian tallow, 39s to 40s 6d; spot lard, 64s.

### Hull Oil Market.

Hull, England, August 25, 1923.—(By Cable.)—Refined cottonseed oil, 39s; crude cottonseed oil, 34s 6d.

## ARGENTINE BEEF EXPORTS.

Cabled reports of Argentine exports of beef of the week up to August 25, 1923, show exports from that country were as follows: To England, 92,702 quarters; to the Continent, 2,108 quarters; to other ports, none.

Exports for the previous week were: To England, 53,125 quarters; to the Continent, 33,504 quarters; to other ports, none.

## FOREIGN EXCHANGE SITUATION.

Editor's Note—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Ill.

Country.	Monetary unit.	Par value in U. S. money.	Value on Aug. 24.
Austria—Krone	.....	.....	0.000145
Belgium—Franc	.....	193	0.0451
Czechoslovakia—Krone	.....	.....	0.0294
Denmark—Krone	.....	248	0.1875
Finland—Finmark	.....	193	0.0277
France—Franc	.....	193	0.0563
Germany—Mark	.....	238	0.00000024
Great Britain—Pound	.....	4.866	0.5375
Greece—Drachma	.....	193	0.0181
Italy—Lira	.....	193	0.0422
Japan—Yen	.....	498	0.0025
Netherlands—Florin	.....	402	0.3937
Norway—Krone	.....	248	0.1828
Poland—Polish mark	.....	.....	0.0000045
Roumania—Leu	.....	193	0.0048
Russia—Rouble	.....	.....	0.0107
Servia—Dinar	.....	193	0.0107
Spain—Peseta	.....	193	0.0147
Sweden—Krona	.....	208	0.2460
Switzerland—Franc	.....	193	0.1809
Turkey—Turkish pound	.....	4.40	.....

\*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

## BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, August 11, 1923.

In best bacon the market has been strong this week, with Irish nominal and Continental scarcely enough for requirements, and parcels have cleared as available at very firm prices.

Conditions in the American bacon market have not materially changed. The general demand has not yet fully recovered, owing to this being largely a holiday week.

In bacon, bellies meet with more inquiry. Wiltshires are sparingly offered at about 2s per cwt. dearer, and Cumberlands are quietly steady.

Hams with a fair quantity arriving and the demand halting this week, gave the market an easier tone. Arrivals have been heavier than in recent weeks, but the firmness of bale bacon should help to maintain prices.

Lard on spot is steady, but the demand is quiet.

## CUT GERMAN STOCK SLAUGHTERS.

With the exception of calves, livestock of all kinds were slaughtered (under official inspection) in smaller numbers during the first quarter of 1923 than during the last quarter of 1922. The number of calves slaughtered in the first three months of 1923 shows an increase of 113,000 animals or 18 per cent, as compared with the last quarter of 1922. The greatest decrease, 298,000 or 55 per cent, is shown by sheep. Total slaughtering under official inspection in the first quarter of 1923 totaled 3,397,358. They are shown in detail as follows for the first quarter 1923: Oxen, 59,966; bulls, 58,405; cows, 309,388; heifers, 180,023; calves, 726,791; swine, 1,725,441; sheep, 241,816.

The percentage of all German livestock slaughtered in the first quarter of 1921, the first quarter of 1922, and the first quarter of 1923, is shown by the following table:

	1914. (Percentage of livestock of livestock on Dec. 1, 1913.)	1922. (Percentage of livestock of livestock on Dec. 1, 1922.)	1923. (Percentage of livestock of livestock on Dec. 1, 1923.)
Oxen and bulls	15.9	17.5	11.7
Cows	3.5	4.2	3.4
Heifers, over 3 mos.	3.0	4.3	3.5
Calves	50.3	74.1	60.5
Swine	18.9	14.5	11.8
Sheep	7.3	0.8	4.3
Goats	4.3	1.6	1.0

Slaughtering during the first quarter of 1923 totaled 305,000 tons of meat; during the first quarter of 1913, 590,000 tons. Thus 1923 slaughtering yielded but 51 per cent of the amount of meat supplied by slaughtering in the same period of 1913.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending August 16, 1923, with comparisons:

STEERS.				
	Week ended Aug. 16.	Same week, 1922.	Week ended Aug. 9.	
Toronto	\$ 8.00	\$ 7.70	\$ 7.40	
Montreal (W.)	6.50	6.50	7.00	
Montreal (E.)	6.50	6.50	7.00	
Winnipeg	6.50	6.50	6.50	
Calgary	5.25	4.75	5.25	
Edmonton	5.00	4.75	5.00	
CALVES.				
Toronto	\$12.00	\$12.50	\$11.50	
Montreal (W.)	8.00	9.50	9.00	
Montreal (E.)	8.00	9.50	9.00	
Winnipeg	8.00	7.00	8.00	
Calgary	8.00	4.00	5.85	
Edmonton	5.00	4.00	5.00	
HOGS.				
Toronto	\$11.00	\$13.75	\$10.50	
Montreal (W.)	11.25	13.50	11.00	
Montreal (E.)	11.25	13.50	11.00	
Winnipeg	11.27	12.00	10.17	
Calgary	10.89	11.00	9.51	
Edmonton	10.75	10.25	10.05	
LAMBS.				
Toronto	\$12.00	\$12.25	\$12.50	
Montreal (W.)	11.75	10.00	12.00	
Montreal (E.)	11.75	10.00	12.00	
Winnipeg	11.00	9.00	9.50	
Calgary	12.00	10.50	12.25	
Edmonton	10.00	8.50	10.00	

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, August 18, 1923:

CATTLE.			
	Week ending Aug. 18.	Previous week.	Cor. week, 1922.
Chicago	37,973	37,945	29,100
Kansas City	37,046	39,657	38,098
Omaha	17,732	16,875	21,079
East St. Louis	12,210	16,681	10,775
St. Joseph	8,689	8,533	8,066
Sioux City	5,079	5,356	4,520
Cudahy	1,002	804	791
Philadelphia	2,202	1,911	1,799
Indianapolis	1,998	1,502	2,108
Boston	1,915	1,734	1,003
New York and Jersey City	9,371	9,077	9,716
Oklahoma City	17,499	8,576	5,449
Milwaukee	.....	.....	950
HOGS.			
Chicago	108,023	37,557	118,300
Kansas City	29,826	27,984	33,803
Omaha	56,116	52,717	43,806
East St. Louis	34,571	37,171	25,902
St. Joseph	28,531	29,147	31,745
Sioux City	33,275	30,024	24,587
Cudahy	11,743	12,786	12,221
Cedar Rapids	7,600	7,800	5,500
Ottumwa	13,105	15,434	9,696
South St. Paul	13,100	23,200	20,200
Fort Worth	4,300	3,600	4,610
Philadelphia	18,325	16,470	12,008
Indianapolis	17,034	18,898	23,894
Boston	20,242	21,882	12,719
New York and Jersey City	44,616	39,559	29,058
Oklahoma City	8,382	7,871	5,591
Milwaukee	10,500	10,400	3,507
Cincinnati	12,800	13,500	7,200
SHEEP.			
Chicago	46,387	35,145	48,212
Kansas City	15,421	13,677	15,748
Omaha	25,598	17,989	33,976
East St. Louis	6,103	8,846	11,688
St. Joseph	6,953	7,630	6,709
Sioux City	409	991	842
Cudahy	266	238	346
Philadelphia	7,112	5,908	7,507
Indianapolis	5,049	5,942	7,042
Boston	7,684	8,511	8,907
New York and Jersey City	42,424	40,049	40,868
Oklahoma City	96	63	383

## MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending August 18, 1923, with comparisons:

	Week ending Aug. 18.	Previous week.	Cor. week, 1922.
Western dressed meats:			
Steers, carcasses	2,647	2,704	2,756
Cows, carcasses	444	681	497
Bulls, carcasses	247	197	138
Veal, carcasses	1,906	1,121	2,410
Lamb, carcasses	5,049	5,942	7,042
Mutton, carcasses	326	502	1,316
Pork, pounds	288,108	316,139	161,766
Local slaughters:			
Cattle	2,202	1,911	1,799
Calves	1,946	1,444	1,088
Hogs	18,525	16,470	12,008
Sheep	7,112	5,908	7,507

## MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending August 18, 1923, with comparisons:

	Week ending Aug. 18.	Previous week.	Cor. week, 1922.
Western dressed meats:			
Steers, carcasses	3,333	2,948	2,952
Cows, carcasses	709	655	802
Bulls, carcasses	48	86	47
Veal, carcasses	951	1,127	826
Lamb, carcasses	9,905	9,206	11,306
Mutton, carcasses	241	32	224
Pork, lbs.	159,887	180,303	186,305
Local slaughters:			
Cattle	1,915	1,734	1,603
Calves	1,982	1,940	1,940
Hogs	20,342	21,882	12,719
Sheep	7,684	8,511	8,907

## MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending August 18, 1923, with comparisons, as follows:

	Week ending Aug. 18.	Previous week.	Cor. week, 1922.
Western dressed meats:			
Steers, carcasses	8,292 1/4	7,729	7,792
Cows, carcasses	744	631	426
Bulls, carcasses	398	218	139
Veal, carcasses	11,185	10,334	7,847
Hogs and pigs	2,159	261	2,000
Lamb, carcasses	16,861 1/4	16,890	18,154
Mutton, carcasses	2,611	3,411	4,870
Beef cuts, lbs.	153,511	112,243	64,758
Pork cuts, lbs.	848,342	1,002,254	681,057
Local slaughter, Federal inspection:			
Cattle	9,371	9,077	9,716
Calves	12,146	13,141	13,233
Hogs	44,616	39,559	29,058
Sheep	42,424	40,049	40,058

# LIVE STOCK MARKETS

## CHICAGO.

(Reported by the U. S. Bureau of Agricultural Economics.)

Chicago, Ill., August 23.

**CATTLE**—Although receipts locally and in the aggregate elsewhere were somewhat heavier during the week under review than the previous week, little price change occurred on early sessions, but closing prices stand around 25c higher on finished steers and yearlings while lower grades show uneven declines of 25c or more. Beef steers and yearlings grading choice and prime comprised a larger proportion of receipts than for several weeks past.

Butcher she-stock sold around steady with best bologna bulls advancing slightly under a fair demand. A new top of \$13.00 was made for matured steers while best yearlings topped at \$12.65. Included in the 160 loads of western grassers were some 1,358-lb. hay-fed Montanas that sold at \$9.75 with bulk going at \$7.00@7.75. Weighty cows from that section made \$5.65. A light supply of desirable vealers met keen competition at prices around \$1.00 higher, while grassy calves sold mostly steady. Hand-picked vealers sold upward to \$13.50.

**HOGS**—In general hog values trended to higher levels under a strong buying pressure from shippers, which forced the big killers to meet some of the demanded advances. The upturn for the most part figured 20@30c as compared with a week ago. The crest was carried to \$9.05 Wednesday, the high point for the year. The scramble was for light and light light offerings with quality, while medium and heavy butchers, even the real finished variety, were somewhat neglected.

**SHEEP**—Practically all classes of killing stock advanced around 25c with spots on fat lambs and cull natives 50c higher. Strong demand from shippers, coupled with an active competition from feeders for the less finished lambs, was responsible for most of the upturn. Best western fat lambs reached \$14.00 and \$13.50 stopped the best of the native offerings. Aged fat ewes weighing around 100 lbs. made a new price when they topped at \$8.40. Wethers were scarce and few carlot offerings appeared, best of these carried a generous supply of yearlings and turned at \$10.25.

## KANSAS CITY.

(Reported by the U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., August 23.

**CATTLE**—With the heaviest receipts of cattle for the year the market has held exceedingly well and all classes of killing cattle, with the exception of plain grass-

ers, showed strength. Unusually broad demand by country feeder buyers and outside killer competition has been a ruling factor in the healthy tone of the general market. The week's top on steers reached \$12.50, highest for the year paid by killers and also by finishers for show purposes. Better grades of fat cows and heifers were in demand at strong to higher prices. Plainer grades and canners and cutters held steady. Bulls were scarce with prices unchanged. Choice veal calves sold higher with tops at \$10.00, other classes steady.

**HOGS**—With similar receipts prices show an advance of 15@20c over a week ago. Increased shipping demand for lighter weights has widened the spread between these and weighty butchers. The top reached \$8.65 on early days of the week, the highest since last October. Declines on closing days brought the top price to \$8.50.

**SHEEP**—The light seasonable supply of fat sheep and lambs met with a ready outlet at higher prices. Fat range lambs were offered only at the week's opening market when Colorados brought \$13.25. On following days killers were forced to depend on directs from other markets and the local supply of natives to meet their requirements. Lambs are 25@50c higher, while sheep show around 25c gain.

## OMAHA.

(Reported by the U. S. Bureau of Agricultural Economics.)

Omaha, Neb., August 23.

**CATTLE**—Finished corn-fed steers, yearlings and she-stock continued their aviation and new record prices have been established during the week. In a general way good, choice and prime steers have gained 25@35c, while the medium or the warmed-up offerings, as well as grassers, have been a slow sale and show little change. The new record for fed steers reached \$12.35, with yearlings up to \$12.15. Feeder buyers have furnished outlet for fleshy western steers, possessing quality, and only a comparatively small quota of the grassers have found outlet to the shambles. Best fed heifers in load lots went at \$10.35. Dry lot cows showed a degree of strength, while grass cows and grass heifers were quoted as 10@15c lower for the week. Bulls and veals have been in active demand with prices showing little or no fluctuation.

**HOGS**—Moderate receipts and urgent shipping demand were bullish factors in the hog trade and advances of 25@30c were scored on butcher grades. With local packers handicapped on account of lack

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, August 23, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$ 8.95	\$ 8.50	\$ 8.35	\$ 9.10	\$ 8.50
BULK OF SALES.....	7.30@ 8.75	7.75@ 8.45	6.90@ 8.30	8.75@ 9.00	6.50@ 8.00
Hvy. wt. (250-350 lbs.), med.-ch.....	7.90@ 8.65	8.00@ 8.90	7.50@ 8.25	8.00@ 8.65	7.25@ 8.00
Med. wt. (200-250 lbs.), med.-ch.....	8.40@ 8.95	8.10@ 8.50	7.60@ 8.35	8.50@ 8.90	7.50@ 8.25
Lt. wt. (150-200 lbs.), com.-ch.....	7.50@ 8.90	7.85@ 8.50	7.00@ 8.35	8.35@ 9.00	8.00@ 8.50
Lt. wt. (130-180 lbs.), com.-ch.....	7.30@ 8.75	7.45@ 8.35	.....@ .....	7.40@ 9.00	7.50@ 8.50
Pkg. hogs, smooth.....	6.50@ 7.10	6.25@ 6.90	6.60@ 7.10	6.50@ 6.75	6.50@ 7.00
Pkg. hogs, rough.....	6.25@ 6.60	6.00@ 6.25	6.25@ 6.60	6.25@ 6.50	6.00@ 6.50
Slaughter pigs (130 lbs. down), med.-ch.....	7.00@ 8.50	.....@ .....	.....@ .....	6.50@ 8.25	6.00@ 7.00
Fdr. and strk. pigs (70-130 lbs.) com.-ch.....	.....@ .....	5.90@ 6.85	5.00@ 6.00	5.00@ 6.50	5.00@ 7.00
Av. cost and wt. Wednesday (pigs excluded).....	8.13-254 lb.	8.10-230 lb.	7.27-271 lb.	8.92-203 lb.	.....@ .....
<b>Slaughter Cattle and Calves:</b>					
STEERS (1,100 lbs. up):					
Choice and prime.....	11.75@12.10	10.90@12.60	11.25@12.35	11.75@12.75	10.50@11.50
Good.....	10.25@11.75	9.90@10.10	9.50@11.25	10.75@11.75	9.25@10.50
Medium.....	8.50@10.25	8.10@ 9.90	8.00@ 9.50	8.00@10.75	7.75@ 9.25
Common.....	6.50@ 8.50	6.50@ 8.10	6.25@ 8.00	6.25@ 8.00	6.00@ 7.75
STEERS (1,100 lbs. down):					
Choice and prime.....	11.50@12.75	10.00@12.25	11.00@12.15	11.50@12.50	10.50@11.50
Good.....	10.00@11.50	9.25@10.60	9.25@11.00	10.50@11.50	9.25@10.50
Medium.....	8.35@10.00	7.35@ 9.25	7.75@ 9.25	7.75@10.50	7.25@ 9.25
Common.....	5.65@ 8.35	5.50@ 7.80	5.25@ 7.75	5.25@ 7.75	5.00@ 7.25
Canner and cutter.....	3.25@ 5.65	3.00@ 5.25	3.00@ 5.25	2.75@ 5.00	2.50@ 5.00
LT. YRIG. STEERS AND HEIFERS:					
Good and prime (800 lbs. down).....	9.25@11.85	8.95@11.00	8.50@11.00	9.75@11.25	8.25@10.75
HEIFERS:					
Good-choice (850 lbs. up).....	8.00@10.75	7.00@ 8.85	7.00@ 9.75	8.00@ 9.60	7.00@ 9.75
Com-med. (all wts.).....	4.25@ 8.00	4.25@ 7.00	4.50@ 7.00	3.50@ 7.70	4.00@ 7.00
COWS:					
Good-choice.....	5.85@ 9.35	5.50@ 7.75	5.50@ 8.50	5.50@ 7.70	5.00@ 7.75
Common and medium.....	3.40@ 5.85	3.40@ 5.50	3.50@ 5.50	3.75@ 5.00	2.00@ 5.00
Canner and cutter.....	2.50@ 3.40	2.00@ 3.40	2.00@ 3.50	2.25@ 3.50	2.00@ 3.00
BULLS:					
Good-ch. (beef yrigs. excluded).....	5.10@ 7.25	4.25@ 6.25	4.75@ 7.50	5.00@ 6.00	4.25@ 5.25
Can.-med. (canners and bolognas).....	3.25@ 5.10	2.75@ 4.25	3.00@ 4.75	2.75@ 5.00	2.50@ 4.25
CALVES:					
Med.-ch. (190 lbs. down).....	8.50@13.50	6.50@10.00	7.00@ 9.50	7.25@12.50	6.50@10.50
Cull and com. (190 lbs. down).....	4.75@ 8.50	3.00@ 6.25	3.50@ 7.00	3.00@ 6.00	4.00@ 6.50
Med.-ch. (190-260 lbs.).....	7.00@13.25	5.50@ 9.75	6.00@ 8.50	6.00@ 8.00	5.25@ 9.00
Med.-ch. (260 lbs. up).....	4.50@ 9.00	5.50@ 7.25	4.50@ 8.00	6.00@ 8.00	4.50@ 8.00
Cull and com. (190 lbs. up).....	3.00@ 7.25	3.00@ 4.25	3.25@ 6.00	2.50@ 4.75	2.50@ 5.25
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down).....	11.50@14.00	11.25@13.50	11.50@13.25	10.75@13.00	10.75@13.00
Lambs, cull and com. (all wts.).....	9.00@11.50	7.50@11.25	8.00@11.50	7.00@10.75	8.00@10.75
Yearling wethers, med.-pr. (12 yrs. old up).....	9.00@11.75	7.75@11.25	8.50@10.75	7.00@11.25	8.00@11.00
Wethers, med.-pr. (12 yrs. old up).....	5.50@ 9.75	5.50@ 9.00	5.50@ 9.00	4.75@ 8.75	5.00@ 8.75
Ewes, com.-ch. (all wts.).....	4.50@ 8.50	4.00@ 8.00	4.00@ 7.80	3.50@ 7.00	3.50@ 7.75
Canner and cull.....	1.00@ 1.50	1.00@ 4.00	1.25@ 4.00	1.00@ 3.75	1.00@ 3.50

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of water supply, the packing grades were forced lower, loss figured 10@15c.

**SHEEP**—Market conditions for killing lambs and sheep were favorable and prices worked higher for the week. Advances on lambs and yearlings are quoted at 25c, with sheep 25@50c higher. On today's trade best fat western lambs cleared at \$13.25, best yearlings \$10.50, wethers \$8.50 down.

### ST. LOUIS.

(Reported by the U. S. Bureau of Agricultural Economics.)

National Stock Yards, Ill., August 23.

**CATTLE**—An uncommonly broad outlet was the determining factor involved in the rise in values of nearly all classes and grades of cattle this week. Compared with week ago native beef steers sold 25c higher, spots up more. Western steers, common beef cows, canners and cutters 25c higher; light yearlings and heifers big 50c higher; bologna bulls and stocker and feeder classes 25@50c higher; light vealers \$1.00@1.50 higher. Top matured steers for the week sold at \$12.25, long yearlings \$12.00, light mixed yearlings \$10.70. Bulks for week are native steers, \$9.75@11.25; fat yearlings, \$9.75@10.75, and beef cows, \$4.25@5.75.

**HOGS**—Receipts of hogs continued seasonably generous but an active order demand boosted prices the first of the week and top went to \$9.15 on Wednesday, the highest since January. Market later gave way to weakening influences and today's trade did not average materially higher than one week ago. Heavy hogs were neglected and a wider price spread developed. Bulk of good and choice heavy butchers brought \$8.25@8.60 today; medium weights, \$8.50@8.90; light weights, \$8.85@9.00, with top \$9.10; packing sows, \$6.40@6.60.

**SHEEP**—Early declines in lamb values were in large part made up as the week advanced and the result is a steady to 5c lower market than prevailed a week earlier. City butchers and packers awarded \$13.00 for choice lambs today and bulk brought \$12.50@12.75. Sheep have been very scarce and the market on the up grade. Choice fed ewes are quotable to \$7.50.

### LOUISVILLE.

(Special Letter to The National Provisioner.)  
Louisville, Ky., August 22, 1923.

**CATTLE**—A fair supply of cattle arrived the first half of the week. A brisk demand was in evidence for all desirable killing classes at fully steady to strong prices compared with the previous week. The best heavy steers were again scarce with one lot at \$9.50, the top of the week's market thus far. Bull values are stronger this week, tops \$5, with a few choice up to \$5.25. A good call continues for the best quality stockers and feeders; common stockers are slow sale.

Cattle quotations follow: Prime heavy steers \$8.50@9.50; heavy shipping steers \$7.50@8.50; fat heifers \$5@8.50; fat cows \$4.50@7; common to good cows \$2.50@

4.50; canners \$2; bulls \$3.50@5.25; stockers \$3@6.75; feeders \$6@7.50.

**HOGS**—The feature of the hog trade so far this week has been the advance of 35c the first half of the week, with top porkers at the highest level of the year, \$9.10. Indications point towards a strong and higher market the balance of the week. The supply was moderate, although slightly better than the previous week. Best hogs, 165 lbs. up, \$9.10; 120 to 165 lbs., \$8.50; pigs, 120 lbs. down, \$7.00; throwouts, \$6.60 down.

**SHEEP**—A strong and higher market was noted in sheep and lambs this week. Choice lambs continue scarce and with a brisk Eastern demand, values advanced 50c. Best spring lambs \$12.50 down; seconds and butcher lambs \$6.50@7.50. A good call was noted for the best stock ewes, from \$8@11 per head, according to quality; 100 head of strictly choice stock ewes brought \$13 per head this week.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., August 22, 1923.

**CATTLE**—Receipts of cattle for the three-day period this week foot up approximately 14,000 head and 5,826 calves as compared with the 10,610 cattle and 5,666 calves received the corresponding period last week.

Broad country demand for stock suitable for further finishing under moderate receipts has aided sellers in maintaining the price levels of the previous seven-day period for killing steers and she-stock.

Warmed-up and short-fed steers and yearlings have been in limited numbers, selling largely from \$8.00@10.25, odd head of yearlings up to \$11.00, and matured steers \$11.50. Grass steers, mostly Dakotas and Montanas, have cleared at \$5.00@7.00, with fleshy Montanas \$7.50@8.50, feeders paying up to \$8.65 for choice quality westerns.

Grass heifers earned \$4.50@5.50, few up to \$7.50, while cows moved at \$3.25@4.50, good kinds \$5.00@6.00. Canners and cut-

ters are unchanged at \$2.00@3.00, with bologna bulls in demand at steady to 25c higher prices, bulk \$3.50@4.25.

Light veal calves today brought \$10.00@10.50.

**HOGS**—Local hog receipts have shown an increasing tendency this week but the market has advanced fully 25c on good hogs and 50c or more on packing sows. Bulk of the good to choice lights and butchers cashed from \$8.00@8.25, some light sorts up to \$8.50, and a few loads of 300- to 400-lb. butchers around \$7.50@7.75. Bulk of the packing sows brought \$6.50@7.00.

**SHEEP**—Prices of fat sheep and lambs are 25@50c or more above a week ago, bulk of the desirable native lambs \$12.00, seconds mostly \$8.50. Good to choice 90 to around 135-lb. ewes are moving at \$7.00@7.50, with ewes, averaging upwards from 140 lbs., at \$5.00@6.00.

### ST. JOSEPH, MO.

(Special Letter to The National Provisioner.)  
South St. Joseph, Mo., August 21, 1923.

**CATTLE**—Cattle receipts for two days this week were liberal, totaling around 11,000. Beef steers were plentiful, and mostly of western origin. There was a good demand for the few natives offered and better grades of westerns, and these classes are fully steady with last week's close, while other grades are 15@25c lower. Natives sold largely \$10.00@11.00 with best at \$11.40@11.50.

Better grades of Kansas steers sold \$8.50@10.25, and Oklahoma and Kansas straight grass steers ranged \$5.00@7.25. Cows, heifers and yearlings were not

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overly plentiful, and the market is steady to strong. Best yearlings sold up to \$10.85 with others \$8.25@10.50. Choice fed cows sold up to \$8.00 and canners down to \$2.00. Bulk of medium to fair grass kinds sold \$3.50@4.50. Grass heifers sold \$4.50@6.50 and fed kinds up to \$10.00. Bulls show no change for the period, with most sales \$3.00@5.00. Calves held steady, best veals going at \$9.50.

The liberal supply of stocker and feeder cattle met with a ready demand at fully steady prices for the better grades, while plainer kinds are quoted weak to a shade lower. Better grades of feeders sold mostly \$6.50@7.75, with best at \$8.35. Few feeders sold under \$6.00. Stockers sold largely \$6.00@7.10 for better kinds, and medium and plain sorts ranged \$4.50@5.50. Stock cows sold around \$3.25 and heifers \$4.00@5.00.

HOGS.—Hog receipts were light at this point, and with an active shipper demand prices advanced 40@50c in the two days. The top Tuesday was \$8.60 and bulk of sales \$8.40@8.60. The top Saturday was 8.15 and bulk of sales \$7.90@8.10. Packing sows sold today at \$6.25@6.50, and stags, \$5.25.

SHEEP.—Around 7,000 sheep and lambs were received the first two days this week, bulk of which were from Idaho. Demand was good for all classes and the market shows an advance of 25c for two days. Idaho lambs sold at \$13.25 and feeders brought \$13.00. Native lambs sold \$12.00@12.50. Texas wethers brought \$8.25 and Idaho breeding ewes \$8.00. Killing ewes were scarce, a few natives sold \$7.00@7.50, with choice westerns quoted up to \$8.00.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Aug. 18, 1923, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,244	9,800	13,405
Swift & Co.	6,860	12,300	14,412
Morris & Co.	6,592	12,300	9,163
Wilson & Co.	4,456	9,500	7,095
Anglo-Amer. Prov. Co.	1,060	6,100	1,000
G. H. Hammond Co.	3,330	6,300	3,000
Libby, McNeill & Libby.	1,185		
Brennan Packing Co.	6,800	hogs; Miller & Hart,	
3,700 hogs; Independent Packing Co.,	5,000	hogs;	
Bord, Lanham & Co., 7,000 hogs; Western Packing &			
Provision Co., 12,000 hogs; Roberts & Onke, 3,900			
hogs; others, 16,100 hogs.			

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,177	2,049	7,568	2,123
Cudahy Pkg. Co.	5,094	1,265	4,277	4,061
Fowler Pkg. Co.	478			
Morris & Co.	4,714	2,613	4,255	1,750
Swift & Co.	6,124	2,788	7,261	4,837
Wilson & Co.	5,035	725	5,220	2,512
Local butchers.	830	90	1,236	108
Total	28,664	9,504	29,828	15,421

#### OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	3,357	17,175	6,313
Cudahy Pkg. Co.	3,657	18,057	9,273
Dold Pkg. Co.	1,154	4,773	
Morris & Co.	2,841	9,405	3,403
Swift & Co.	3,784	15,227	6,905
Glassberg, M.	10		
Hoffman Pkg. Co.	102		
M. & Vall.	58		
Mid-West Pkg. Co.	40		
Omaha Pkg. Co.	70		
John Roth & Sons.	80		
So. Omaha Pkg. Co.	63		
Lincoln Pkg. Co.	205		
Sinclair Pkg. Co.	252		
Wilson Pkg. Co.	30		
J. W. Murphy.		10,703	
Swartz & Co.		2,678	
Others		6,671	
Total	15,703	84,739	25,594

#### ST. LOUIS.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	5,145	7,455	3,225
Swift & Co.	4,390	4,156	4,038
Morris & Co.	1,270	5,136	1,017
St. Louis Dressed Beef Co.	1,162		
Independent Pkg. Co.	529		
East Side Pkg. Co.	588	2,136	
American Pkg. Co.	167	1,501	54
Hell Pkg. Co.	44	2,071	
Krey Pkg. Co.	143		
Sieloff Pkg. Co.	11	780	
Sartorius Prov. Co.	30		
Butchers	19,034	37,283	3,287
Total	32,513	63,582	11,571

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,464	1,260	12,596	4,776
Hammond Pkg. Co.	1,809	228	6,544	1,828
Morris & Co.	1,748	331	6,035	551
Others	7,386	130	13,096	2,152
Total	14,467	1,940	38,271	9,307

#### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,806	188	16,515	229
Armour & Co.	2,070	73	17,329	110
Swift & Co.	880	12	638	
Sacks Bros. Pkg. Co.	69	30		
Smith Bros. Pkg. Co.	29	4		
Local butchers	66	43		
Eastern packers	112		24,397	
Total	5,112	350	59,379	339

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,991	1,221	4,311	41
Wilson & Co.	2,161	1,107	3,164	55
Local butchers.	155	18	471	
Total	4,307	2,346	7,946	96

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,000	3,481	20,193	1,604
Kingman & Co.	1,966	330	19,922	635
Moore & Co.	3	18	2,853	
Ind. Abat. Co.	787	70	408	368
Armour & Co.	71	30	3,350	22
Hilgemeyer & Co.			211	
Brown Bros.	143	18		
Riverview Pkg. Co.	3			
Bell Pkg. Co.	59		438	
Schussler Pkg. Co.	40		240	8
Meier Pkg. Co.			220	
Ind. Prov. Co.			27	277
Wabritz	13	70		47
Miscellaneous	112	294	477	225
Total	5,224	4,326	45,803	2,909

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	251	66	2,463	80
Kroger Groc. & Bak. Co.	251	66	1,256	
C. A. Freund.	56	50	214	
Gus Juengling	163	122		66
Schroth Pkg. Co.	21		2,761	
H. H. Meyer Pkg. Co.	25		2,517	
J. Hilberg & Son.	182	18	2,853	51
W. G. Behn & Son.	182	71		
Peoples Pkg. Co.	92	109		
J. Bauer & Son.	201	3		
A. Sander Pkg. Co.			1,346	
J. Vogel & Son.			912	
J. Hoffman's Sons Co.			552	
Lohrey Pkg. Co.			154	
Ideal Pkg. Co.	35		798	
Sam Gall			690	
J. Schlacter			124	
Erhardt & Son.			38	
F. Blackburn			90	
J. Stegner			92	
Total	1,820	516	12,973	3,041

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,005	2,773	7,771	1,421
Hertz & Rirklin.	157	62		
Katz & Horne.	205	26		
Swift & Co.	3,384	4,296	11,844	2,084
Albert Lea Pkg. Co.	63			
(Albert Lea, Minn.)				
Elliott & Co. (Duluth).	27		80	
J. T. McMillan & Co.			241	
(St. Paul)				
Interstate Pkg. Co. (Win-			155	
sona)				
Outside packers	361	171	1,636	
Total	6,262	7,328	21,727	3,505

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	895	580	5,545	180
Dold Pkg. Co.	168	63	4,059	6
Local butchers	259			
Total	1,322	643	9,634	186

#### RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending Aug. 18, 1923, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
	Week ending Aug. 18.	Previous week.		
Chicago	29,736	31,197		
Kansas City	26,864	26,082		
Omaha	15,703	17,080		
St. Louis	32,513	30,191		
St. Joseph	14,467	13,766		
Sioux City	5,112	5,176		
Okla. City	4,307	5,939		
Indianapolis	1,820	1,287		
Cincinnati	6,262	4,316		
St. Paul	1,322	1,389		
Wichita				
Chicago	115,800	144,500		
Kansas City	29,826	27,937		
Omaha	84,739	77,331		
St. Louis	63,582	61,665		
St. Joseph	28,271	24,615		
Sioux City	59,379	58,520		
Okla. City	7,946	7,371		
Indianapolis	45,803	7,115		
Cincinnati	12,973	14,643		
St. Paul	21,727	22,901		
Wichita	9,634	11,173		

#### Sheep.

	Week ending Aug. 18.	Previous week.
Chicago	44,735	34,801
Kansas City	15,421	13,650
Omaha	25,594	17,566
St. Louis	11,671	15,258
St. Joseph	9,307	8,583
Sioux City	339	980
Okla. City	96	63
Indianapolis	2,909	1,237
Cincinnati	3,041	2,857
St. Paul	3,505	3,045
Wichita	186	322

### RECEIPTS AT CENTERS.

SATURDAY, AUGUST 18, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	6,000	2,000
Kansas City	2,000	2,500	500
Omaha	400	9,000	1,000
St. Louis	700	5,000	2,000
Cincinnati	300	3,500	500
Sioux City	500	10,000	
St. Paul	600	500	
Okla. City	300	400	
Fort Worth	1,000	300	500
Milwaukee	200	100	
Denver	200	800	
Louisville	200	1,000	500
Wichita	300	500	
Indianapolis	300	4,000	300
Pittsburgh	100	1,500	100
Cincinnati	300	1,500	700
Buffalo	200	1,500	200
Cleveland	400	1,800	400
Nashville	100	1,000	200
Toronto	600	200	300

MONDAY, AUGUST 20, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	20,000	53,000	20,000
Kansas City	40,000	12,000	7,000
Omaha	17,000	9,000	12,000
St. Louis	13,000	14,000	2,500
St. Joseph	6,000	5,000	4,000
Sioux City	5,000	7,000	500
St. Paul	8,000	5,000	2,000
Okla. City	2,400	1,200	
Fort Worth	3,500	1,000	500
Milwaukee	300	200	
Denver	3,300	2,400	400
Louisville	1,300	2,300	2,100
Wichita	1,800	1,600	100
Indianapolis	1,500	5,000	500
Cincinnati	1,900	4,000	4,000
Pittsburgh	2,200	3,400	1,400
Buffalo	2,400	10,000	2,600
Cleveland	1,100	5,000	1,000
Nashville	600	1,800	400
Toronto	5,000	1,100	2,900

TUESDAY, AUGUST 21, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	25,000	19,000
Kansas City	27,000	8,000	4,000
Omaha	6,500	11,000	20,000
St. Louis	6,000	15,000	3,500
St. Joseph	6,000	6,000	3,500
Sioux City	1,300	5,000	200
St. Paul	3,200	8,000	800
Okla. City	2,400	500	
Fort Worth	4,000	1,000	
Milwaukee	700	2,000	400
Denver	1,200	2,000	2,000
Louisville	1,400	1,400	700
Wichita	1,200	1,100	
Indianapolis	1,000	11,000	800
Cincinnati	100	1,200	500
Pittsburgh	300	1,600	3,000
Buffalo	100	2,500	600
Cleveland	200	2,500	500
Nashville	100	1,200	200
Toronto	400	900	1,500

WEDNESDAY, AUGUST 22, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	22,000	20,000
Kansas City	17,000	10,000	4,000
Omaha	5,500	16,000	20,000
St. Louis	5,500	14,000	2,000
St. Joseph	5,000	6,500	2,000
Sioux City	2,000	12,000	200
St. Paul	3,000	7,500	800
Oklahoma City	2,300	1,200	
Fort Worth	3,000	1,200	
Milwaukee	500	1,000	400
Denver	800	2,000	1,600
Louisville	300	200	1,500
Wichita	1,000	1,300	
Indianapolis	1,200	8,000	500
Pittsburgh		2,000	400
Cincinnati		700	300
Buffalo		4,300	7,500
Cleveland		5,000	600
Nashville		3,000	800
Toronto		400	200
	600	1,700	2,300

# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES.**—Active and lower. Two packers sold light cows as indicated at the new rate of 11½c. About 24,000 hides were involved. In addition to the 7,000 August extreme natives sold earlier this week another thousand moved later at 12c. A thousand August spready steers made 17c, being half a cent decline. There are still some unfilled orders in the market at 11½c for August light cows and two killers declined the business, but tanners have no idea of raising their bids above 11½c, claiming there is nothing warranting any upturn in sight. Four buyers took the 24,000 light cows noted as selling above. Native steers are quoted 14c; Texas and butts, 12½c; Colorados, 11½c; branded cows, 10c asked; heavy cows, 13@13½c; lights, 11½c; native bulls, 11c; branded, 9c.

**COUNTRY HIDES.**—The action in packer hides when about 25,000 light native hides sold at half a cent reduction has exerted a further depressing influence upon the country hide situation. Offerings of outside parcels of hides continue to be noted, most of which name no rates, bids being solicited. Some seasonable extremes were priced to local tanners today at 10½c and were considered high. Other parcels were on the market at 10c and did not sell. Heavy hides were offered at 9c here from the nearby outside markets and buyers' views were at 8½c. A couple of cars of heavy hides, cows and steers mixed sold at 8c to a nearby tanner, delivered basis. Local sellers are passive and as a rule talk prices above what tanners are prepared to pay. Owing to this difference in ideas, values are difficult to quote at the moment. All weight hides in the originating sections are available around 9c delivered basis as a rule. Heavy steers here quoted at 10@12c; outside lots, 8@10c paid and asked; heavy cows and butts are quoted up to 10c here and in the outside markets are considered top at 9c. Buyers who are continually in the market for material put out bids of 8@8½c for these hides. Extremes are quoted 10½@11c nominal for nearby and local goods with offerings limited. Outside material is available around 10c of ordinary description. Branded country hides are still quoted unchanged at 7½@8c for heavy average lots and lights at about 9c; country packer branded hides are quoted at 9@9½c basis; bulls are quiet and nominal about 8@8½c and country packers at 9@9½c nominal; glues, 6@7c.

**NORTHWESTERN HIDES.**—There is little news filtering through from Twin Cities markets at this time. Dealers are doing little and seem to want to talk stronger levels in the face of the easiness in other quarters. All weight hides are quoted about 9c nominal. Heavy hides are considered top at 9c and lights at 10c, but all parcels as a rule are held higher. Bulls are quoted at 8c; kipskins at 11@14c; calfskins, 12@15c, and horse hides are unchanged about \$3.75@4.00 nominal for business.

**CALFSKINS.**—Another car of August packer calfskins sold at 16½c, a steady level. One killer now has August unsold and it is said no business is likely at the moment. There is some call noted for split weight city skins today and business is pending, probably on the last sale basis which was 15c for 8@10 lbs. stock and 17½c for the 10@15 lbs. for a 16½c average. The undertone to straight weight skins is not strong and buyers of such think 15½c would be a strong price. Outside city calfskins are considered top at 15c by most buyers and some Michigans recently sold at that figure flat for 15 lbs. down skins. Ordinary skins range down to 12c. Deacons are reported in good

demand as yet at \$1.10@1.20; kipskins are featureless and scarce. Packers are quoted 16@16½c; cities, 15@15½c, and outside lots, 11@14c; tanners of kips are taking heavy calf skins in substitution.

**MISCELLANEOUS MARKETS.**—Dry hides are listed featureless and unchanged at 16½c for all weights. Horse hides are slow sale. Best lots are quoted \$4.00 bid and \$4.50 asked. Ordinary lots, \$3.25@3.75 for business. Packer shearings sold again at \$1.10. Lambskins are held at \$1.40@1.50 and bids are usually about \$1.25, owing to the uncertainty in pulled wools. Dry western pelts, 25@27½c; pickled skins, \$5.75@7.75; hogskins, 15@30c.

## New York.

**PACKER HIDES.**—There is nothing doing in city slaughter hides owing to the fact that weaker rates are talked in the west. Buyers want to watch developments. They also insist upon a wide spread between east and western hides. Sellers are carrying only moderate unsold stocks and are standing relatively firmly for their views as yet. Natives 13½c bid and 14c asked. Butts are quoted about 12c for business and held at least half a cent stronger. Colorados quoted a cent under butts. Cows are held for 12c and considered about a cent higher.

**SMALL PACKER HIDES.**—Small packer hides continue to mark time because of the timidity of tanners more than anything else. Killers appear more ready to talk business than at any time in the past few weeks. It is expected that when tanners manifest a little interest some business at new levels will be put through. It is said that some very low bids have been named more in the nature of feeling the market out than in the hopes of securing material. All weight small packer cows are quoted at 11c nominal with recent business at 11½c. Steers quoted 13c nominal and 13½c paid.

**COUNTRY HIDES.**—As previously noted stock is being taken by the eastern tanners at low levels, price being a prime consideration rather than quality. For this reason low-priced southern stock is selling moderately well and fully ten thousand more extremes made 10c and some realized only 9½c. Buyers' views are now at the 9½c level. Southwestern light hides are offered at 9c flat f.o.b. and heavier goods at 8c flat f.o.b. Ohio and similar light hides are held rather high and considered salable only at 11c for top quality. Canadian light hides are quoted at 9@9½c flat f.o.b. and the heavier goods at 8@8½c for dating and quality.

**CALFSKINS.**—There is a lack of action in the calfskin situation because of the lack of material. There is a very good call for the light end of the list and supplies are meager. Middle weight skins are said to be the least wanted. Three weight New York City calfskins are quoted at \$1.45@1.80@2.65 last paid and nominal. Outside lots \$1.35@1.65@2.30 paid for Penn. cities; other lots range down to \$1.25 basis on lights. Untrimmed stock 15@16c asked for cities. Foreign skins are inclined to be held higher. French stock held 10 per cent up and Germany buying. Kips here \$3.20@4.25 paid.

**FOREIGN WET SALTED HIDES.**—A limited amount of action occurred in the frigorifico descriptions of stock at prices practically unchanged from those ruling earlier in the week. Transactions in the aggregate this week have been small and as a result the stocks of hides have continued accumulating until now they represent close to 200,000 of standard and type descriptions. A pack of Anglo steers sold to Europe at 13½/16c landed New York basis. Recent sales involved a few steers at that figure to this country and

some traders figured the price as netting more money. About 5,000 Swift LaPlatas cows sold to cost 10 9/16 landed basis and 3,000 Bovril saladero cows made 10½c. Montevideo steers as a rule are still held a cent above the Argentine descriptions and therefore have not been sold in some time. Type hides have been selling generally in special varieties and bringing close to the standard rates. Spot hides are still unchanged as far as can be learned.

## BRITISH HIDES DEPRESSED.

The main cause of the present depression in the hide and leather industry of Great Britain is the unfavorable financial situation on the Continent. The home trade is also disappointing, as a result of the decreased spending power of the working people. Another bad aspect of the trade is the continued demand for cheap leather.

The high price of English slaughtered ox and heifer hides in the early part of the year caused the tanners to restrict their purchases, and prices were gradually lowered. Calfskins were reduced for the same reason. Imported hides have decreased substantially in value also, but larger amounts, particularly of dry hides, have been imported to meet the demand for low-priced leather. During the first six months of 1923 Great Britain imported 29,042,832 pounds of wet hides and 41,694,912 pounds of dry hides, as compared with 23,775,584 pounds of wet hides and 23,363,992 pounds of dry hides in the corresponding period of 1922.

## CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, Aug. 25, 1923.—Quotations on hides at Chicago for the week ending Aug. 25, 1923, with comparisons, are as follows:

PACKER HIDES.				
	Week ending Aug. 25, '23.	Week ending Aug. 18, '23.	Corresponding week, 1922.	
Spready native steers.....17	@17½c	17	@18c	@25½c
Heavy native steers.....	@14c		@15c	20 @20½c
Heavy Texas steers.....12½	@13c		@13½c	@18½c
Heavy butt branded steers.....12½	@13c		@13½c	@18½c
Heavy Colorado steers.....11½	@12c		@12½c	@17½c
Ex-Light Texas steers.....10	@10½c	10½	@11c	@16½c
Branded cows.....	@11c		@11c	@16c
Heavy native cows.....13½	@14c		@14½c	@19c
Light native cows.....11	@11½c	13	@13½c	@18½c
Native bulls.....11	@11½c	11	@11½c	@15½c
Branded bulls.....	@9½c		@9½c	@14c
Calfskins.....	@16½c	17	@17½c	22 @23c
Kip.....16	@16½c	16	@16½c	20 @21c
Slunks, regular.....	@1.40		@1.40	\$1.00@1.10
Slunks, hairless.....35	@75c	35	@75c	45 @80c
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.				
	Week ending Aug. 25, '23.	Week ending Aug. 18, '23.	Corresponding week, 1922.	
Natives, all weights.....11	@11½c	12½	@13c	@18c
Bulls, native.....10	@11c	10	@11c	@14c
Branded hides.....9	@10c	10	@11c	@15c
Calfskins.....	@16c		@16c	@21c
Kip.....15	@15½c	15	@15½c	@20c
Light calf.....	\$1.25@1.35	\$1.25@1.35	\$1.15@1.25	\$1.15@1.25
Slunks, regular.....	\$1.15@1.25	\$1.15@1.25	\$0.90@1.00	\$0.90@1.00
Slunks, hairless.....35	@70c	35	@70c	40 @80c

COUNTRY HIDES.				
	Week ending Aug. 25, '23.	Week ending Aug. 18, '23.	Corresponding week, 1922.	
Heavy steers.....10	@11c	11	@12c	@14c
Heavy cows.....9	@10c	9½	@10½c	13 @13½c
Bulls.....9	@10c	9½	@10½c	13 @13½c
Extremes.....10	@11c	11	@12c	15 @15½c
Bulls.....8	@8½c	8½	@9c	10 @11c
Branded.....8	@8½c	8½	@9c	11 @12c
Calfskins.....13	@14c	13	@14c	17 @18c
Kip.....12	@13c	12	@13c	16 @17c
Light calf.....	\$1.20@1.25	\$1.20@1.25	\$1.10@1.15	\$1.10@1.15
Deacons.....	\$1.00@1.10	\$1.00@1.10	\$0.85@1.00	\$0.85@1.00
Slunks, regular.....60	@75c	60	@75c	50 @80c
Slunks, hairless.....25	@30c	25	@30c	30 @35c
Horsehides.....	\$3.00@4.00	\$3.00@4.00	\$4.50@5.00	
Hogskins.....20	@25c	20	@25c	15 @20c

SHEEPSKINS.				
	Week ending Aug. 25, '23.	Week ending Aug. 18, '23.	Corresponding week, 1922.	
Large packers—Wool pelts out of season.				
Small packers—Wool pelts out of season.				
Packers' shearings.....	\$1.05@1.15	\$1.00@1.07½	\$0.80@0.95c	
Packers' spring lamb.....	\$1.20@1.45	\$1.15@1.40	\$1.35@1.55	
Small packers.....	\$2.50@1.75	\$1.50@1.75	\$1.25@1.75	
Dry pelts.....27	@28c	27	@28c	25 @27c



# ICE AND REFRIGERATION

## ICE NOTES.

A new ice plant is being planned for Luling, Tex.

The new ice plant at Dixon, Cal., will soon be in operation.

The Union Ice Co. is erecting a new plant at San Diego, Cal.

W. H. Macy will add an ice department in his store at Orland, Cal.

It is reported that an ice plant is about to be established at Leakey, Tex.

The plant of the Great Northern Ice Co., Hillyard, Wash., is to be enlarged.

Construction of the Tieten Cold Storage Co. plant, Tieten, Wash., is nearing completion.

The Fort Worth ice plant will erect a \$60,000 plant at Arlington Heights, Fort Worth, Tex.

The Plate Ice & Fuel Co. has been incorporated at Salem, Ore., with a capital stock of \$22,000.

The Olympic cold storage plant will open soon at Pasco, Wash., by the Church Manufacturing Co.

The Southwestern Farm & Poultry Association will establish a cold storage plant at Sweetwater, Tex.

The Columbia Ice & Cold Storage Co., at Wenatchee, Wash., contemplates the enlargement of its plant.

The Western Ice & Coal Co., Milwaukee, Wis., is planning to install additional refrigerating machinery.

The City Ice Co. has been incorporated at Janesville, Wis., by L. Atwood, C. S. Atwood and S. Atwood.

Edward Carville will erect an ice and cold storage plant at Elmo, Utah, at an estimated cost of \$20,000.

The Crystal Ice & Coal Co., Erwin, Tenn., has just completed an addition to its plant which has cost approximately \$10,000.

A complete refrigerating system will be installed in the Vanderbilt University School of Medicine and Hospital at Nashville, Tenn.

The Arctic Ice Co. has been incorporated

at Kansas City, Mo., with a capital stock of \$10,000 by Leo Schleifstin, R. L. Broan and J. C. Park.

The Best Ice Co., 1317 Fletcher street, Chicago, Ill., has been incorporated with a capital stock of \$200,000 by H. Hasterlick, C. Hasterlick and B. Newman.

Considerable damage was done to the plant of the Salinas Valley Ice Co., 109 Soledad street, Salinas, Cal., when a tunnel over which was stacked about 3,000 cakes of ice collapsed.

## FROZEN AND CURED MEAT STOCKS.

Summary of cold storage holdings of frozen and cured meat stocks on August 1, 1923, with comparisons ('000s omitted), is reported by the U. S. Bureau of Agricultural Economics in pounds as follows:

Commodity.	July 1, 1923.	Aug. 1, 1922.	Aug. 1, 1923.
Beef, frozen.....	34,385	27,727	24,440
Beef, cured.....	12,248	8,001	11,927
Beef, in process of cure.....	10,587	11,212	9,724
Pork, frozen.....	217,074	117,903	194,441
Pork, dry salt cured.....	124,108	83,987	125,372
Pork, dry salt in cure.....	93,664	95,869	96,024
Pork, pickled cured.....	193,636	135,083	169,383
Pork, pickled in cure.....	279,933	259,809	277,535
Lamb and mutton, frozen.....	3,556	3,308	2,946
Meats, miscellaneous.....	71,470	54,734	68,430
Lard.....	123,896	143,084	141,279

## DAIRY AND EGG COLD STORAGE.

Dairy products and egg cold storage holdings in the United States on August 1, 1923, in pounds except case eggs, with comparisons ('000s omitted), are reported by the U. S. Bureau of Agricultural Economics as follows:

Commodity.	July 1, 1923.	5-year avg. 1922.	Aug. 1, 1922.	Aug. 1, 1923.
Butter, creamery.....	62,768	99,859	103,151	101,714
Cheese, American.....	36,834	50,165	46,580	55,768
Cheese, Swiss.....	2,089	2,191	2,535	3,128
Cheese, brick and Munster.....	2,511	1,322	1,500	2,002
Cheese, Limburger.....	809	841	879	1,238
Cheese, all other.....	6,485	9,340	6,269	7,711
Eggs, case.....	10,222	7,811	10,161	10,503
Eggs, frozen.....	29,666	22,025	27,855	36,203

## POULTRY IN COLD STORAGE.

Cold storage holdings of poultry in the United States on August 1, 1923, with comparisons ('000s omitted), are reported by the U. S. Bureau of Agricultural Economics as follows:

Commodity.	July 1, 1923.	5-year avg. 1922.	Aug. 1, 1922.	Aug. 1, 1923.
Broilers.....	3,414	3,322	3,110	3,120
Roasters.....	15,962	4,358	6,877	11,010
Fowls.....	7,101	5,365	5,283	6,304
Turkeys.....	9,653	8,422	3,999	8,614
Miscellaneous.....	12,970	10,241	11,390	12,214
Total.....	49,100	26,708	30,659	41,262

## RUSSIA'S FROZEN MEAT IMPORTS.

In the past eight or twelve months a considerable quantity of frozen meat from overseas—Brazil, Argentina, and New Zealand—has been imported into Russia, totaling something like a million pounds; also a small quantity of mutton and various parcels of pressed meat, pigs' kidneys, and

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Los Angeles—Mailiard & Schmiedell.  
Mexico, D. F.—F. Bessary, Jr., 7 & de Colima 225 B.  
New York—Roessler & Hasselacher Chemical Co., 709 6th Ave.  
Newark—American Oil & Supply Co.  
New Orleans—O. E. Lewis & Co., Inc., 638 Camp St.  
Norfolk—Southgate Forwarding & Storage Co.  
Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

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Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.  
Savannah—Savannah Brokerage Co.  
San Francisco—Mailiard & Schmiedell.  
Seattle—Mailiard & Schmiedell.  
Tampa—Charles Hovey, Room 315, Citizens Bank Bldg.  
Toledo—Moreton Truck Co.; G. H. Weddle & Co., 1632 Canton St.  
Washington—Littlefield, Alford & Co.

hearts. The Union Cold Storage Co., a British concern, has been the sole supplying firm, which, according to reports. The meat entered Russia through the ports of Riga and Petrograd. Part went direct from Riga to Moscow.

This imported transoceanic meat is of great interest in many respects, particularly as to quality. It is all of first-class quality, such as does not otherwise exist in Russia at present. It is delivered in quarters, and arrives at its destination, notwithstanding its long sea voyage and rail transport, in the best condition, as testified by all Russian experts, whether in Petrograd or Moscow. The meat is obviously skillfully frozen, and is delivered carefully packed in double coverings. Pigs' kidneys are also so packed.

A Russian writer commented as follows on the imports of frozen meat:

"Frozen meat and the most rapidly perishable frozen meat products, such as kidneys, hearts, etc., and even bellies, can remain faultless from a hygienic and gastronomic point of view, after refrigerated transport and storage, which are not always satisfactory, for a long time; in any case, for over a year. The essential condition for this is a high quality of meat, particularly in respect to the nourishment of the cattle from which it is obtained. It must be in a state of perfect cleanliness when it is killed and divided. It must be frozen with knowledge, and finally, it must be carefully packed and protected from dirt and softening during unfavorable thermic action.

"It must be observed that transoceanic meat generally possesses a taste which the Russian consumer is not accustomed to. It is particularly noticed in bouillon. This taste cannot be called unpleasant; but it is unmistakable, and is obviously due to the use of concentrated foods given to the cattle; perhaps, particularly, oil cake."

### OUR BEEF CONSUMED AT HOME.

Growth of population in the United States to a point at which the domestic market has become large enough to absorb the country's normal beef production is the chief reason why American beef is no longer an important source of supply for Great Britain, says Charles J. Brand, marketing specialist for the Department of Agriculture, who recently studied the meat trade situation in Europe. Another factor working against an increase in our beef exports, he declares, is the lower cost of beef production in countries like Argentina, which are still in the pioneer stage.

Mr. Brand points out that from 1891 to 1921 the human population of the United States increased from 62,948,000 to 107,833,000, while the number of cattle in the country increased only from 51,363,572, to 66,652,559. It is thus obvious that the growth in population has absorbed the increased beef production, and the same is true of mutton.

Our increased production and exports of beef during the war proved, according to Mr. Brand, that given the stimulus of a profitable market the American livestock grower can and will quickly expand his beef output. But many factors are at present diminishing his incentive to do so.

Among these factors the most important, in Mr. Brand's opinion, is the relatively high cost of beef production in the United States compared with its cost in countries now in the pioneer stage. This fact, he says, has convinced the meat trade of Great Britain that the future will see greater and greater production in Argen-

tina, until the supply from that country overshadows that from any other source. Next in importance as sources of additional supplies are Australia and New Zealand.

At the present time the United States is almost exactly self-sufficient in the matter of its beef supply. As the country becomes more industrialized, home consumption will be increased. Whether in that case the livestock grower will have any strong motive to engage in competition for the export trade will be determined, says Mr. Brand, by many factors, among which he cites the possibility of more efficient beef production methods coming into use, the younger age at which beef cattle are now slaughtered, and the relation of the dairy industry to cattle raising generally.

The building up of a worth-while export trade calls for the maintenance of regular supplies of goods, uniformly of the quality desired by the consumer whose trade is being solicited. Necessarily prices must be on a reasonable parity with competing qualities of livestock and meats from other sources of supply.

As an exporter of pork and pork products, the United States is likely to retain its pre-eminence for many years, Mr. Brand says. He believes, however, that with the rehabilitation of agriculture in Europe, our exports of these commodities, which have been very large in the last few years, will be adjusted to past-war conditions.

Average shipments of American pork and pork products to the United Kingdom from 1910 to 1914 were about 450,000,000 pounds. In 1919 the total was 1,369,000,000 pounds, while in the fiscal year ended June 30, 1922, the shipments were 676,000,000 pounds. Some modifications of these figures are to be looked for, Mr. Brand says, but energetic trade development work will greatly minimize reduction.

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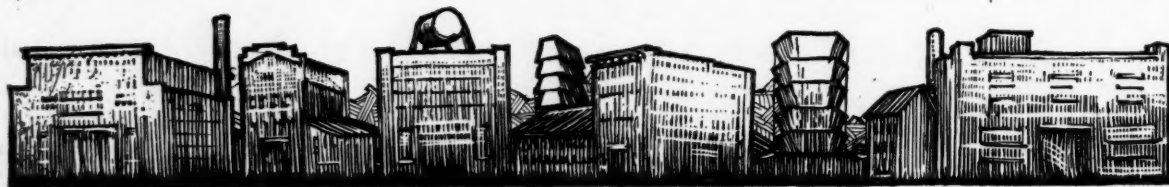
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Vienna Sausage Co., Chicago, Ill., 3 sausage houses.

Frank Jaworski, Detroit, Mich., 2 thermostatic sausage houses.

J. T. McMillan Co., St. Paul, Minn., 2 thermostatic ham houses.

L. A. Frey & Sons, New Orleans, La., 1 thermostatic sausage house.

H. Manaster & Bro., Chicago, Ill., 2 thermostatic sausage houses.

Mission Provision Co., San Antonio, Texas, 2 thermostatic ham houses.

Mutschler Packing Co., Decatur, Ind., 2 sausage houses.

Schwab & Co., Oklahoma City, Okla., 1 thermostatic ham house, 1 sausage house.

Allied Packers, Inc., Chicago, Ill., 1 thermostatic ham house.

A thermostatic ham, bacon or sausage house is one in which the temperature or volume of heat is automatically controlled by a device which shuts off the supply of heat at the source when the required temperature in the house has been reached, and automatically opens up the supply of heat when the temperature in the house drops 5 degrees or more beyond the temperature required, in order that the meat or meat product may be properly smoked, and still keep the shrinkage to a required percentage. In order to do this it is said to be essential that the thermostatically-controlled Airoblast smoking and ventilating system be installed in a smokehouse.

### BUY KRAMER DEHAIRING MACHINE.

The Mountain States Packing Co., Denver, Colo., has ordered from The Brecht Co., St. Louis, a Kramer hog dehairing machine and wheel hoist. C. F. Kamrath, president of the Mountain States Packing Co., bought the first Kramer hog dehairing machine for the Skinner plant at Omaha and he showed his faith in the machine by now buying one for the Mountain States Packing Co.

John Morrell & Co., Ottumwa, Iowa, have bought from The Brecht Co. a No. 16 Kramer hog dehairing machine, which will be installed during the month of October. This machine will have a capacity of 700 hogs per hour.

### NEWS OF "BOSS" DEHAIRERS.

John J. Dupps, Sr., of the Cincinnati Butchers' Supply Co., on his recent eastern trip, sold the following:

Figge & Hutwelker Co., New York, N. Y., a 21-foot "Boss" electric U hog dehairer, to be attached to the U dehairer sold them two years ago, forming a "Boss" twin unit.

Jacob H. Sigafos, Colmar, Pa., a "Boss" electric grate dehairer.

Seltzer Packing Co., Pottsville, Pa., a "Boss" electric grate dehairer.

John J. Dupps, Jr., sold the Val. Decker Packing Co., Piqua, Ohio, a complete "Boss" hog killing outfit, consisting of scalding tub, "Boss" electric jerkless hog hoist and "Boss" electric U hog dehairer.

### YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York refrigerating machinery and equipment are reported by the York Manufacturing Company, York, Pa., as follows:

George Dittus, meat market, Sacramento, Cal.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Diamond Brothers, meat market, Cedar Falls, Iowa; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Hamtramck Packing Co., Hamtramck, Mich.; one 8-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John Morrell & Co., meat packers, Lincoln, Neb.; one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Quality Meat Products Co., meat market, Fresno, Cal.; one 12-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Civic Center Meat Market, Milwaukee, Wis.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Fred P. Scherer, meat market, Gilman, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

U. S. Meat Co., Twin Falls, Idaho; one 5¼-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John Rihtarchick, meat market, Saltsburg, Pa.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

William K. Troutman, meat market, Fredericksburg, Pa.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Chestnut Street Market, Lebanon, Pa.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Sampson Brothers, meat market, East Stroudsburg, Pa.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Albert Trout & Co., meat market, Springfield, Ohio; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Abbott I. Betard, meat market, Hornell, N. Y.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

F. E. Scullans, meat market, Toluca, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Gunard Larson, meat market, Duluth, Minn.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Binder & Sons, meat market, Columbia City, Ind.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

H. P. Schmitt, meat market, Decatur, Ind.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

F. W. Francisco, meat market, Wayne, Mich.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

William C. Pfeiffer, meat market, Plymouth, Mich.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Thomas W. Wolcott, packing house, Flint, Mich.; one 20-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Stanley Mishasck, butcher, Clark Mills, N. Y.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Auston & Cross, meat market, Pulaski, N. Y.; a one-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Paul Doege, meat market, Fort Wayne, Ind.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Citizens Meat Market, Sycamore, Ill.; a 1½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Aurora's Cash Market, Aurora, Ill.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

The Pontiac Packing Co., of Pontiac, Mich., have added to their York equipment one 15-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Frank J. Kuhn Co., packers, of Pittsburgh, Pa., have added to their York equipment one 30-ton York vertical single-acting belt driven enclosed refrigerating machine and condensing side, including flood atmospheric ammonia condensers.

Peter Zacek, meat market, Creston, Neb.; one 2½-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Martin E. Stockenberg, meat market, 3354 North Halsted St., Chicago, Ill.; one 2-ton self-contained refrigerating machine.

Mrs. Charles Feicht, meat market, Parkers Landing, Pa.; one 2-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Cudaby Packing Co., Memphis, Tenn.; one 15-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Johnson & Keck, meat and provision market, 533 South Wells St., Chicago, Ill.; one 10-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Sanitary Cash Market, meat market, Aurora, Ill.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Liberty Cash Meat Market, 5667 West Fort St., Detroit, Mich.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

John Schroth, butcher, 748 Fulton St., Brooklyn, N. Y.; one 4-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

The Valley Packing Co., of 3673 Cole-rain Ave., Cincinnati, Ohio, have added to their York equipment one 25-ton York vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Philip Grenwald, meat market, Indianapolis, Ind.; one 5-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Joseph Popielski, meat market, 1958 Harvey St., Chicago, Ill.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

Chisholm Meat Co., Chisholm, Minn.; one 3-ton vertical single-acting belt driven enclosed refrigerating machine and high pressure side complete.

# Chicago Section

R. C. Elliott of Elliott & Co., Salt Lake City, dealers in hides, tallow and greases, was a visitor in Chicago this week.

John Mitchell, general sales manager of The Brecht Company, St. Louis, Mo., was in Chicago during the past week.

C. J. Hooper, president of the Western Meat Co., San Francisco, Cal., was in Chicago this week greeting old friends.

Colonel John Roberts, president of Miller & Hart, has been spending his vacation at his summer home near Framingham, Mass.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 35,002 cattle, 8,315 calves, 91,197 hogs and 45,415 sheep.

R. H. Gifford, head of the Swift sausage department, has returned from a three weeks' vacation spent in motoring and camping with his family through Michigan and Wisconsin.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, August 18, 1923, for shipment sold out, ranged from 7.00 to 19.50 cents per pound, averaged 13.83 cents per pound.

Spencer J. Johnson, 73 years old, who was for 35 years connected with Morris & Company, died suddenly on August 18 in Los Angeles, Cal. Mr. Johnson and his wife had planned to celebrate their golden wedding anniversary on September 10.

Leslie Orear of the public relations department of Armour & Company, was seriously injured and his wife and baby daughter, Fray, were killed when Mr. Orear's automobile upset near Jonesburg, Mo. Mr. and Mrs. Orear were motoring to their old home at Marshall, Mo., to attend the wedding of Mr. Orear's brother, Vincent Orear, who is also an Armour man.

R. B. Harbison, for many years Western sales manager for the Paterson Parchment Paper Co., has severed his connection with that company to become Western sales manager for the International Paper Co., the largest producers of news print paper in the country. Mr. Harbison has been a well known figure in the meat industry. He has never missed a packers' convention since the founding of the old association



ROBERT B. HARBISON.

in 1906, and last year he was elected president of the American Meat Packers' Trade & Supply Association. Mr. Harbison will still retain his interest in and connection with the trade, as his new company manufactures papers and products used by packers in addition to its news print enterprises. He is succeeded by Joseph X. Gubbins as Western sales representative for the Paterson Parchment Paper Co. Mr. Gubbins had been his assistant for several years.

If you need a good man watch the "Wanted" page.

Provision shipments from Chicago for the week ending August 18, 1923, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured meats, lbs.....	24,247,000	15,586,000	13,487,000
Lard, lbs.....	18,206,000	10,889,000	10,476,000
Fresh meats, lbs.....	30,739,000	21,914,000	30,925,000
Pork, bbls.....	4,000	2,000	4,000
Canned meats, boxes..	17,000	14,000	16,000

Chicago packers are getting up a special reception committee to meet T. P. Breslin, president of the Standard Packing Co., Los Angeles, Cal., on his arrival here en route to the packers' convention at Atlantic City. "Tom" is the Institute director on the Pacific Coast and one of the most popular men in the trade.

Edward Fetterly, president of the Hudson Pharmacal Co., Union Hill, N. J., was in Chicago this week with his family, having motored from New York. Mr. Fetterly is an old packinghouse man and was the first to develop the commercial handling of animal glands for pharmaceutical purposes. He is now the leading manufacturer in this line in the country.

T. A. Armitage, a leading meat retailer of San Francisco, Cal., and a member of the executive committee of the Meat Council of Northern California, was a visitor in Chicago recently on his way back west after a tour which has extended over most of the United States. Mr. Armitage was studying conditions in the meat business in different sections of the country and he has many interesting comparisons to make. Some of his observations will appear in THE NATIONAL PROVISIONER at an early date.

## JOHN W. HALL BOOSTS CONVENTION.

Knowing what they were doing, the officials of the Institute of American Meat Packers appointed John W. Hall a committee of one to "fill up" the special train for the Atlantic City convention, which leaves Chicago Saturday, September 15, at 12:20 p. m., over the Pennsylvania Railroad, as a section of the Broadway Limited.

John requests everybody to get in touch with him and arrange for accommodations. If they fail to do so, they may expect

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something said about them in John's "pink sheet."

Out-of-town packers, with as many of their organization as can be spared, are urged to get aboard this train and join the big party and enjoy the wholesome good fellowship. John's appeal concludes as follows:

It was a hot Sunday in May. In a little room on hard wooden benches sat forty wiggling little humans. The hot sun poured through the windows, the teacher's inexperience added to her heat.

The lesson was the separation of the sheep from the goats. Calling on her imagination the teacher described vividly the wonders of heaven and the horrors of hell. Ruth, aged four, on the front bench, listened enrapt, her eyes growing larger and larger.

"Ruth," ended the teacher, "where would you rather go, to heaven or to hell?"

"I'd like to see both places," replied Ruth.

Teacher, hastily: "We will now sing a hymn."

Whatever you miss, don't fail to see Atlantic City and meet the best lot of men in any business of any kind. Make this convention, regardless of any other plans you may have.

#### CONVENTION RAILROAD RATES.

(Continued from page 19.)

the registration desk. That helps get the required number of 250. No one is obligated to return to their home town direct because they may have procured a certificate. If 250 certificates are turned in and 249 of the holders traveled in other directions the one holder who returned home via the route over which he came would get the benefit of the low rate. **HELP US OUT, AND ALL PULL TOGETHER!**

11. If you fail to get a certificate, or if we fail to get 250 certificates, you need not plan on the reduced fares.

12. If your agent can sell you a round trip ticket to Atlantic City and return for less than one and one-half the one-way fare, we cannot expect you to forego the opportunity of procuring it in lieu of using the certificate plan. We urge, though, that everyone plan on helping make the thing a big success.

## Considering Improvements?

Consult

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If any point is not made clear to you, be sure to write us immediately.

Yours very truly,

C. B. HEINEMANN,  
Vice-president.

P. S.—Just a tip: If we should violate our pledge of secrecy and tell you one-half the good features already "booked" on the special convention train from Chicago, the whole Eastern delegation would come out to Chicago just to get to ride back on the "Blair-MacManus Limited." One more tip: If you don't want to ride in an upper berth, you had better send in your train reservation slip right now. "First come, first served."

#### CHICAGO LIVESTOCK.

##### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 13....	23,465	3,093	47,199	14,540
Tuesday, Aug. 14....	10,254	2,062	21,677	16,108
Wednesday, Aug. 15....	10,427	1,965	22,212	14,526
Thursday, Aug. 16....	8,388	2,412	28,148	15,757
Friday, Aug. 17....	2,950	1,017	25,839	9,125
Saturday, Aug. 18....	672	161	6,268	2,028
Total for week....	56,156	10,710	151,343	72,064
Previous week....	56,867	13,039	179,024	55,483
Year ago....	53,453	10,069	134,262	72,155
Two years ago....	51,293	10,069	120,601	85,001

##### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 13....	5,550	227	12,302	2,128
Tuesday, Aug. 14....	3,318	108	8,116	5,644
Wednesday, Aug. 15....	4,082	64	6,888	7,138
Thursday, Aug. 16....	3,336	405	5,812	4,428
Friday, Aug. 17....	1,741	238	7,329	6,339
Saturday, Aug. 18....	156	.....	2,873	.....
Total for week....	18,183	992	43,320	25,677
Previous week....	18,422	133	41,467	20,348
Year ago....	15,558	459	23,482	21,690
Two years ago....	18,336	1,087	28,963	17,347

Receipts at Chicago for the year to Aug. 18, 1923, with comparisons, were as follows:

	Year 1923.	Year 1922.
Cattle.....	1,859,739	1,826,716
Calves.....	508,440	520,276
Hogs.....	6,446,743	5,086,066
Sheep.....	2,206,354	2,284,429

Combined weekly hog receipts at eleven markets for 1923 to Aug. 18, with comparisons:

	Week.	Year to date.
Week ending Aug. 18....	573,000	23,965,000
Previous week.....	591,000	.....
Corresponding week, 1922....	485,000	18,129,000
Corresponding week, 1921....	410,000	18,778,000
Corresponding week, 1920....	371,000	19,340,000

Average, 1908 to 1922.....359,000 17,603,000

Combined receipts at seven points for the week ending Aug. 18, 1923, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending, Aug. 18.....	238,000	464,000	180,000
Previous week.....	225,000	490,000	153,000
1922.....	242,000	389,000	203,000
1921.....	218,000	308,000	238,000
1920.....	215,000	271,000	326,000

Average, 1914-1922.....222,000 285,000 286,000

Combined receipts at seven markets for 1923 to Aug. 18 and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1923.....	6,113,000	19,835,000	5,990,000
1922.....	5,771,000	14,797,000	5,769,000
1921.....	5,241,000	14,749,000	6,708,000
1920.....	5,812,000	15,646,000	5,980,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number received.	Average weight, lbs.	Prices—Ton. Average.
Week ending Aug. 18....	151,100	244	\$ 8.85 \$ 7.50
Previous week.....	179,624	249	8.15 7.10
1922.....	134,202	256	10.35 8.75
1921.....	120,601	249	11.05 9.25
1920.....	104,120	249	16.15 15.05
1919.....	67,829	256	21.90 19.50
1918.....	92,821	248	20.10 19.05
1917.....	68,106	230	20.00 18.20
1916.....	132,507	231	11.50 10.70
1915.....	91,423	248	8.05 7.05
1914.....	113,462	254	8.40 9.00
1913.....	153,142	232	9.35 8.20

Average, 1913-1922.....107,600 245 \$13.75 \$12.45

\*Receipts and average weight for week ending Aug. 18, 1923, unofficial.

#### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Aug. 18....	\$10.70	\$ 7.50	\$ 6.75	\$12.85
Previous week.....	10.50	7.30	6.50	12.60
1922.....	9.80	8.75	6.50	12.60
1921.....	8.75	9.25	4.90	10.20
1920.....	14.85	15.05	7.45	12.40
1919.....	15.95	19.50	10.25	17.35
1918.....	15.80	19.05	12.75	17.75
1917.....	12.80	18.20	9.90	16.25
1916.....	9.25	10.70	7.25	10.50
1915.....	8.90	7.05	5.85	9.00
1914.....	9.20	9.00	5.30	7.85
1913.....	8.40	8.20	4.40	7.80

Average, 1913-1922.....\$11.35 \$12.45 \$ 7.45 \$12.15

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for week mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending Aug. 18....	38,200	108,200	45,300
Previous week.....	37,945	137,557	35,145
1922.....	37,805	110,720	50,465
1921.....	32,657	91,658	67,656
1920.....	32,499	88,011	68,596
1919.....	40,575	53,294	97,117
1918.....	40,506	82,301	77,712

\*Saturday, Aug. 18, 1923, estimated.

Chicago packers' hog slaughter for the week ending Aug. 18, 1923:

Armour & Co.....	9,800
Anglo-American Provision Co.....	12,500
Swift & Co.....	6,300
G. H. Hammond Co.....	12,300
Morris & Co.....	9,500
Wilson & Co.....	7,000
Boyd-Lunham & Co.....	12,000
Western Packing & Provision Co.....	3,900
Roberts & Oake.....	3,700
Miller & Hart.....	5,600
Independent Packing Co.....	6,500
Brennan Packing Co.....	2,500
William Davies Co.....	21,000
Azar Packing Co.....	16,100
Others.....	115,800

Total.....144,600  
Previous week.....118,300  
Year ago.....101,100  
Two years ago.....94,400  
Three years ago.....2,500  
Shipments today, 3,000; left over, 2,500.  
(For Chicago livestock prices see page 38.)

## Gorman-Brown Engineering Corporation

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# Chicago Provision Markets

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, Aug. 23, 1923.

### Green Meats.

Regular Hams—	
8-10 lbs. avg.	@16½
10-12 lbs. avg.	@16½
12-14 lbs. avg.	@16½
14-16 lbs. avg.	@16½
16-18 lbs. avg.	@16½
18-20 lbs. avg.	@16½

Skinned Hams—	
14-16 lbs. avg.	@17½
16-18 lbs. avg.	@17
18-20 lbs. avg.	@16½
20-22 lbs. avg.	@15
22-24 lbs. avg.	@12½
24-26 lbs. avg.	@11½
26-30 lbs. avg.	@10½

Picnics—	
4-6 lbs. avg.	@ 9
6-8 lbs. avg.	@ 8½
8-10 lbs. avg.	@ 8
10-12 lbs. avg.	@ 7½

Clear Bellies—	
6-8 lbs. avg.	@17½
8-10 lbs. avg.	@16½
10-12 lbs. avg.	@15½
12-14 lbs. avg.	@13
14-16 lbs. avg.	@12½

### Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@17
10-12 lbs. avg.	@17
12-14 lbs. avg.	@17
14-16 lbs. avg.	@16½
16-18 lbs. avg.	@17
18-20 lbs. avg.	@17

Skinned Hams—	
14-16 lbs. avg.	@18½
16-18 lbs. avg.	@18½
18-20 lbs. avg.	@18
20-22 lbs. avg.	@16
22-24 lbs. avg.	@14
24-26 lbs. avg.	@13½
26-30 lbs. avg.	@12½

Picnics—	
4-6 lbs. avg.	@ 9½
6-8 lbs. avg.	@ 8½
8-10 lbs. avg.	@ 8
10-12 lbs. avg.	@ 7½

Clear Bellies—	
6-8 lbs. avg.	@17½
8-10 lbs. avg.	@16½
10-12 lbs. avg.	@15½
12-14 lbs. avg.	@12½
14-16 lbs. avg.	@12

### Dry Salt Meats.

Extra ribs	@ 9½
Extra cleaves	@ 9½
Regular plates	@ 7½
Clear plates	@ 7½
Jowl butts	@ 7½

Pat Backs—	
8-10 lbs. avg.	@ 9½
10-12 lbs. avg.	@ 9½
12-14 lbs. avg.	@ 9½
14-16 lbs. avg.	@ 10½
16-18 lbs. avg.	@ 10½
18-20 lbs. avg.	@ 11
20-25 lbs. avg.	@ 11½

Clear Bellies—	
12-14 lbs. avg.	@11½
14-16 lbs. avg.	@11
16-18 lbs. avg.	@10½
20-25 lbs. avg.	@10½
25-30 lbs. avg.	@10½
30-35 lbs. avg.	@10½
Nominal asked.	

## PACKINGHOUSE HEAD TAKES A BRIDE.

W. R. Cornell, general manager of the municipal abattoir at Toronto, Can., and a well-known packinghouse executive, has fallen a victim to the charms of matrimony, and is at present absent on his honeymoon.

## FUTURE PRICES.

Official Board of Trade, Range of Prices.

SATURDAY, AUGUST 18, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.17½	11.20	11.17½	11.17½
Oct.	11.30	11.32½	11.30	11.32½
Jan.	10.05	10.05	10.05	10.05
RIBS—(Boxed 25c more than loose)—				
Sept.				8.47½
Oct.				8.47½
Jan.				8.90

MONDAY, AUGUST 20, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.25	11.25	11.05	11.05
Oct.	11.35	11.35	11.15	11.15
Jan.	10.10	10.10	10.10	10.10
RIBS—(Boxed 25c more than loose)—				
Sept.	8.48½	8.47½	8.35	8.35
Oct.	8.37½	8.37½	8.35	8.35
Jan.	8.90	8.90	8.87½	8.87½

TUESDAY, AUGUST 21, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.05	11.17½	11.02½	11.15
Oct.	11.15	11.32½	11.15	11.32½
Jan.	10.07½	10.20	10.07½	10.20
RIBS—(Boxed 25c more than loose)—				
Sept.	8.37½	8.47½	8.37½	8.47½
Oct.	8.42½	8.50	8.42½	8.50
Jan.	8.95	8.95	8.95	8.95

WEDNESDAY, AUGUST 22, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.10	11.10	11.02½	11.07½
Oct.	11.30	11.30	11.15	11.17½
Jan.	10.15	10.17½	10.12½	10.12½
RIBS—(Boxed 25c more than loose)—				
Sept.	8.40	8.40	8.37½	8.37½
Oct.	8.45	8.45	8.42½	8.42½
Jan.				8.95

THURSDAY, AUGUST 23, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Sept.	11.12½	11.15	11.07½	11.10
Oct.	11.25	11.25	11.20	11.20
Jan.	10.30	10.30	10.25	10.25
RIBS—(Boxed 25c more than loose)—				
Sept.	8.37½	8.40	8.37½	8.40
Oct.	8.45	8.45	8.45	8.45
Jan.	8.95	9.00	8.95	9.00

FRIDAY, AUGUST 24, 1923.

LARD—(Per 100 lbs.)—	Open.	High.	Low.	Close.
Aug.				11.27½
Sept.	11.15	11.27½	11.15	11.27½
Oct.	11.30	11.40	11.30	11.40
Jan.	10.40	10.42½	10.40	10.42½
RIBS—(Boxed 25c more than loose)—				
Sept.	8.47½	8.55	8.45	8.55
Oct.	8.62½	8.55	8.52½	8.55
Jan.	9.17½	9.17½	9.17½	9.17½

## PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, August 22, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 26@28c; green hams, 8-10 lbs., 18c; 10-12 lbs., 18c; 12-14 lbs., 17½c; green clear bellies, 6-8 lbs., 19c; 8-10 lbs., 18c; 10-12 lbs., 16½c; 12-14 lbs., 15½c; green rib bellies, 10-12 lbs., 16c; 12-14 lbs., 15c; sweet pickled clear bellies, 6-8 lbs., 12c; 8-10 lbs., 12½c; 10-12 lbs., 12c; 12-14 lbs., 12c; sweet pickled rib bellies, 10-12 lbs., 12c; 12-14 lbs., 12c; sweet pickled hams, 8-10 lbs., 19c; 10-12 lbs., 18½c; 12-14 lbs., 18c; dressed hogs, 14c; city steam lard, 11½c; compound, 12c.

Western prices, green cuts: Pork loins, 8-10 lbs., 23@24c; 10-12 lbs., 21@21½c; 12-14 lbs., 18@19c; 14-16 lbs., 15c; skinned shoulders, 11@12c; boneless butts, 19@20c; Boston butts, 13c; lean trimmings, 12@13c; regular trimmings, 9@10c; spare-ribs, 8@9c; neck bones, 5@6c; kidneys, 5@6c; livers, 3@4c; pigs' tongues, 16c; pigs' tails, 14@16c.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, August 23, 1923, with comparisons, were reported to The National Provisioner as follows:

	Week ending Aug. 23.	Previous week.	Cor. week, 1922.
Armour & Co.	11,500	10,800	11,400
Anglo-Amer. Prov. Co.	6,400	7,000	7,500
Swift & Co.	13,100	13,400	11,100
G. H. Hammond & Co.	8,200	6,300	7,900
Morris & Co.	12,600	14,500	9,100
Wilson & Co.	8,900	9,500	10,300
Boyd-Lunham & Co.	6,800	6,700	5,300
Western Pkg. & Prov. Co.	9,700	9,400	11,900
Roberts & Oake	2,600	3,100	4,200
Miller & Hart	5,600	3,600	4,000
Independent Packing Co.	5,000	4,000	4,900
Brennan Packing Co.	7,000	5,700	5,700
William Davies Co.	900	900	1,700
Agar Packing Co.	1,200	800	
Others			8,100
Total	90,500	95,700	103,000

## CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	30	28	26
Rib roast, light end.	35	32	30
Chuck roast	18	16	14
Steaks, round	40	35	28
Steaks, sirloin, first cut.	32	48	32
Steaks, porterhouse	70	55	32
Steaks, flank	25	25	15
Beef stew, chuck	18	15	14
Corned briskets, boneless	22	20	18
Corned plates	14	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	45	25
Legs	48	28
Shoulders	28	15
Chops, rib and loin.	50	

### Mutton.

Legs	22	
Stew	15	
Shoulders	20	
Chops, rib and loin.	35	

### Pork.

Loins, whole, 8@10 avg.	25	@26
Loins, whole, 10@12 avg.	25	@25
Loins, whole, 12 to 14.	23	@24
Loins, whole, 14 and over.	18	@20
Chops		@22
Shoulders		@13
Butts		@14
Spare-ribs		@12
Hocks		@12
Leaf lard, unrendered.		@11

### Veal.

Hindquarters	22	@30
Forequarters	12	@14
Legs	28	@35
Breasts	12½	@12
Shoulders	18	@22
Cutlets		@45
Rib and loin chops		@38

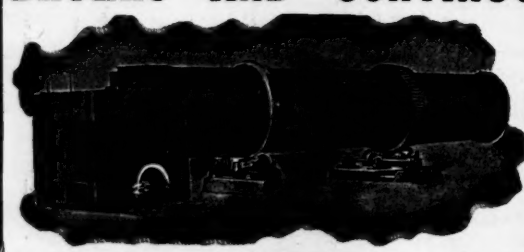
### Butchers' Offal.

Suet	@ 4
Shop fat	@ 2
Bones, per 100 lbs.	@50
Calf skins	@ 4
Kips	@14
Deacons	@14

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran. L C L.	6½	7½
Crystals	7½	7½
Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads.	4½	4½
Less than carloads, granulated.	4½	4½
Crystals	5½	5½
Keps, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	10½	10
Crystal to powdered, in bbls., in 5-ton lots or more.	10½	10½
In bbls., in less than 5-ton lots.	11	10½
Borax, carloads, powdered, in bbls.	5½	5½
In ton lots, gran. or powdered, in bbls.	5½	5½
Sugar		
Raw sugar, 96 basis, 4½c Cuba duty paid	@6.02	
Second sugar, 90 basis.	@ 5½	
Syrup, testing 63 to 65 combined sucrose and invert	@28	
Standard, granulated, f. o. b. refinery	T.50@7.60	
Leans (less 2 per cent.)	@6.75	
Plantation, granulated, f. o. b. New Orleans	@6.75	
White clarified, f. o. b. New Orleans (net)	@6.50	
Yellow clarified, f. o. b. New Orleans (net)	@6.40	
Salt		
Granulated, car lots, per ton, f. o. b. Chicago, bulk	\$ 8.30	
Medium, car lots, per ton, f. o. b. Chicago, bulk	9.50	
Rock, car lots, per ton, f. o. b. Chicago	7.50	

## DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

We handle waste and by-products.

Send for Catalogue T. B.

American Process Co.

68 William St. . . . New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending Aug. 25.	Cor. week, 1922.
Prime native steers.....	17 @18 1/2	16 @17
Good native steers.....	15 @16 1/2	15 @16
Medium steers.....	13 1/2 @15	13 @14
Heifers, good.....	13 @16	12 @16
Cows.....	8 @12	7 @11
Hind quarters, choice.....	@24	@23
Fore quarters, choice.....	@13	@11

## Beef Cuts.

Steer Loins, No. 1.....	@38	@34
Steer Loins, No. 2.....	@35	@32
Steer Short Loins, No. 1.....	@32	@29
Steer Short Loins, No. 2.....	@30	@27
Steer Loin Ends (hips).....	@29	@26
Steer Loin Ends, No. 1.....	@28	@25
Cow Loins.....	11 @28	14 @22
Cow Short Loins.....	18 @25	18 @22
Cow Loin Ends (hips).....	12 @20	12 @18
Steer Ribs, No. 1.....	@27	@24
Steer Ribs, No. 2.....	@26	@23
Cow Ribs, No. 1.....	@22	@17
Cow Ribs, No. 2.....	@18	@16
Cow Ribs, No. 3.....	@10	@9
Steer Rounds, No. 1.....	@19	@16
Steer Rounds, No. 2.....	@18 1/2	@16
Steer Chucks, No. 1.....	@12 1/2	@10 1/2
Steer Chucks, No. 2.....	@11 1/2	@9 1/2
Cow Rounds.....	11 @15	11 @14
Cow Chucks.....	7 @9	5 @7
Steer Plates.....	4 1/2 @8 1/2	4 @7 1/2
Medium Plates.....	@8	@7 1/2
Briskets, No. 1.....	@16	@15
Briskets, No. 2.....	@12	@12
Steer Navel Ends.....	4 1/2 @5 1/2	4 @4 1/2
Cow Navel Ends.....	4 1/2 @5 1/2	4 @4 1/2
Fore Shanks.....	@4 1/2	@4 1/2
Hind Shanks.....	@4 1/2	@3 1/2
Rolls.....	18 @22	@20
Strip Loins, No. 1, boneless.....	@25	@20
Strip Loins, No. 2.....	@25	@20
Strip Loins, No. 3.....	@25	@20
Strip Butts, No. 1.....	@24	@20
Sirloin Butts, No. 1.....	@28	@26
Sirloin Butts, No. 2.....	@18	@16
Beef Tenderloins, No. 1.....	@25	@20
Beef Tenderloins, No. 2.....	@25	@20
Rump Butts.....	@17	@17
Flank Steaks.....	@17	@17
Boneless Chucks.....	@8 1/2	@10
Shoulder Clods.....	@13	@15
Hanging Tenderloins.....	@8	@8
Trimnings.....	@8	@8

## Beef Product.

Brains, per lb.....	7 @8	5 1/2 @8
Hearts.....	5 @6	5 @6
Tongues.....	29 @30	28 @30
Sweetbreads.....	38 @38	32 @38
Ox Tail, per lb.....	6 @8	4 @8
Fresh Tripe, plain.....	@4	@4
Fresh Tripe, H. C.....	@6 1/2	@6 1/2
Livers.....	6 @8	6 1/2 @8
Kidneys, per lb.....	6 1/2 @9	6 1/2 @9 1/2

## Veal.

Choice Carcass.....	20 @21	19 @20
Good Carcass.....	17 @19	16 @18
Good Saddle.....	28 @20	22 @17
Good Backs.....	10 @14	7 @11
Medium Backs.....	6 @7	6 @8

## Veal Product.

Brains, each.....	6 @8	6 @8
Sweetbreads.....	52 @58	56 @60
Calf Livers.....	30 @32	25 @32

## Lamb.

Choice Lambs.....	29 @30	26 @27
Medium Lambs.....	29 @30	25 @25
Choice Saddle.....	@33	@32
Medium Saddle.....	@30	@30
Choice Fores.....	@23	@23
Medium Fores.....	@23	@23
Lamb Fries, per lb.....	30 @31	@28
Lamb Tongues, each.....	@13	@18
Lamb Kidneys, per lb.....	@25	@25

## Mutton.

Heavy Sheep.....	@12	@10
Light Sheep.....	@18	@16
Heavy Saddle.....	@15	@16
Light Saddle.....	@22	@20
Heavy Fores.....	@9	@6
Light Fores.....	@16	@12
Mutton Legs.....	@23	@22
Mutton Loins.....	@18	@15
Mutton Stew.....	@10	@7 1/2
Sheep Tongues, each.....	@13	@8
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	@14	@17
Pork Loins, 8@10 lbs. avg.....	@25	@25
Leaf Lard.....	@11 1/2	@12
Tenderloin.....	@47	@45
Spare Ribs.....	@7 1/2	@7 1/2
Butts.....	@12 1/2	@17 1/2
Hocks.....	@9	@12
Trimnings.....	@7 1/2	@5 1/2
Extra lean trimmings.....	@14	@14
Tails.....	@8	@8
Snouts.....	@5	@5
Pigs' Feet.....	@4 1/2	@4 1/2
Pigs' Heads.....	@5	@7
Blade Bones.....	@7	@9
Blade Meat.....	@13 1/2	@11
Cheek Meat.....	@7	@9
Hog Livers, per lb.....	@4 1/2	4 1/2 @5
Neck Bones.....	@3	@3 1/2
Skinned Shoulders.....	9 1/2 @10 1/2	@13 1/2
Pork Hearts.....	@5	@5
Pork Kidneys, per lb.....	@4 1/2	@5
Pork Tongues.....	@18	@18
Slip Bones.....	@9	@9
Tail Bones.....	@9	@8
Back fat.....	@11 1/2	@8
Hams.....	@10	@12
Calas.....	@10 1/2	@16
Belles.....	@20	@24

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@22
Country style sausage, fresh, in link.....	@15
Country style sausage, fresh, in bulk.....	@14
Country style sausage, smoked.....	@17
Mixed sausage, fresh.....	@13
Frankfurts in pork casings.....	@14
Frankfurts in sheep casings.....	@16
Bologna in beef bungs, choice.....	@14 1/2
Bologna in beef middles, choice.....	@14
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in hog bungs.....	@16
Liver sausage in beef rounds.....	@10
Head cheese.....	@11
New England luncheon specialty.....	@22
Liberty luncheon specialty.....	@17
Minced luncheon specialty.....	@14
Tongue Sausage.....	@20
Blood sausage.....	@14 1/2
Pollard sausage.....	@14
Souse.....	@14

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@47
Cervelat, new condition, in hog bungs.....	@15
Thuringer Cervelat.....	@15
Farmer.....	@24
Holsteiner.....	@22
B. C. Salami, choice.....	@41
Milano Salami, choice, in hog bungs.....	@41
B. C. Salami, new condition, in hog bungs.....	@20
Prisner, choice, in hog middles.....	@37
Genoa style Salami.....	@31
Peperoni.....	@31
Mortadella, new condition.....	@20
Capicola.....	@48
Italian style ham.....	@37
Virginia style ham.....	@37

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	5.75
Large tins, 1 to crate.....	6.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50
Smoked back sausage in pork casings—	
Small tins, 2 to crate.....	6.00
Large tins, 1 to crate.....	7.00

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic, 180 sets, per tierce, per set.....	.15
Some sales made at 14c.	
Beef rounds, export, 225 sets, per tierce, per set.....	.18
Beef middles, 110 sets, per tierce, per set.....	.45
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	.30
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	.18 @22
Beef weasands, No. 1, per piece.....	.16
Beef weasands, No. 2, per piece.....	.08
Beef bladders, small, per doz.....	1.85
Beef bladders, medium, per doz.....	1.45
Beef bladders, large, pr doz.....	1.25
Hog casings, medium, f. o. b., per lb.....	.90
Hog casings, extra narrow, selected, per lb., f. o. b.....	2.00
Hog middles, with cap, per set.....	.16
Hog middles, with cap, per set.....	.17
Hog bungs, export.....	.21
Hog bungs, large, prime.....	.13
Hog bungs, medium.....	.06
Hog bungs, narrow, no demand.....	.02
Hog stomachs, per piece.....	.08

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	18.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	10.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## CANNED MEATS.

	No. 1/2	No. 1	No. 2	No. 6
Corned beef.....	\$ 2.35	\$ 4.00	\$ 15.00	
Roast beef.....	2.35	4.50	15.00	
Roast mutton.....	2.40	4.75	16.50	
Sliced dried beef.....	1.85	4.00	17.50	58.00
Ox tongue, whole.....	2.85	4.70	9.50	34.50
Lunch tongue.....	1.50	2.75	4.25	...
Corned beef hash.....	1.50	2.25	4.25	...
Hamburger steaks with onions.....	1.50	2.25	4.25	...
Vienna style sausage.....	1.15	2.25	4.15	...
Veal loaf, medium size.....	2.00	...	...	...
Chili con carne with, or without, beans.....	1.25	...	...	...
Potted meats.....	.80	...	...	...

## BARRELED PORK AND BEEF.

Mess pork, regular.....	22.00
Family back pork, 20 to 34 pieces.....	25.00
Family back pork, 35 to 45 pieces.....	25.50
Clear back pork, 40 to 50 pieces.....	24.50
Clear back pork, 50 to 60 pieces.....	21.50
Clear plate pork, 20 to 25 pieces.....	21.50
Clear plate pork, 35 to 45 pieces.....	21.25
Bean pork.....	18.50
Broken pork.....	18.50
Plate beef.....	18.50
Extra plate beef, 200-lb. barrels.....	17.50

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi- cago.....	@21
Carrots, rolls or prints, 1-lb.....	@21 1/2
Carrots, rolls or prints, 2@5 lbs.....	@21 1/2
Shortenings, 30@60 lb. tubs.....	@16
Nut Margarine, 1-lb.....	@30
Ash pork barrels, black iron hoops.....	@1.77 1/2
Onk pork barrels, black iron hoops.....	@1.97 1/2
Ash pork barrels, galv. iron hoops.....	@1.97 1/2

## COOPERAGE.

Red oak lard tierces.....	2.70	@2.73 1/2
White oak lard tierces.....	2.90	@2.92 1/2
White oak ham tierces.....		@3.35

## DRY SALT MEATS.

Extra short clears.....	@9 1/2
Extra short ribs.....	@9 1/2
Short clear middles, 60-lb. avg.....	@9 1/2
Clear bellies, 14@16 lbs.....	@10 1/2
Clear bellies, 18@20 lbs.....	@10 1/2
Clear bellies, 20@25 lbs.....	@10 1/2
Clear bellies, 25@30 lbs.....	@10 1/2
Rib bellies, 20@25 lbs.....	@10 1/2
Rib bellies, 25@30 lbs.....	@10 1/2
Fat backs, 10@12 lbs.....	@9 1/2
Fat backs, 12@14 lbs.....	@9 1/2
Fat backs, 14@16 lbs.....	@10 1/2
Regular plates.....	@7 1/2
Butts.....	@7 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@24 1/2
Skinned hams, fancy, 16@18 lbs.....	@24 1/2
Standard regular hams, 12@16 lbs.....	22 1/2 @22 1/2
Picnics, 6@8 lbs.....	@13 1/2
Standard bacon, 8@12 lbs.....	20 1/2 @20 1/2
Standard bacon, 4@8 lbs.....	@20 1/2
Standard bacon, 12@14 lbs.....	@20 1/2
Standard bacon strips, 6@7 lbs.....	@20 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.....	@35
Cooked hams, choice, skinned, surplus fat off, smoked.....	@37
Cooked hams, choice, skinless, surplus fat off, smoked.....	@39
Picnics, skin on, surplus fat off, smoked.....	@20
Picnics, skinned, surplus fat off, smoked.....	@21
Loin roll.....	@39

## FERTILIZERS.

Ground, dried blood.....	\$ 3.90 @ 4.00
Unground and crushed blood.....	3.60 @ 3.75
Hoofmeal.....	2.90 @ 3.00
Ground tankage, 10 to 11%.....	3.25 @ 3.50
Ground tankage, 8 to 9%.....	2.65 @ 2.75
Crushed and unground tankage.....	2.40 @ 2.55
Ground raw bone, per ton.....	30.00 @ 35.00
Ground steam bone, per ton.....	20.00 @ 22.00
Unground bone tankage.....	16.00 @ 18.00

## HORNS, HOOF AND BONES.

	Per ton
No. 1 horns.....	\$250.00 @ \$300.00
No. 2 horns.....	175.00 @ 225.00
No. 3 horns.....	100.00 @ 150.00
Hoofs, black and striped.....	40.00 @ 45.00
Hoofs, white.....	70.00 @ 80.00
Grinding hoofs.....	30.00 @ 32.00
Round shin bones, heavies.....	165.00 @ 175.00
Round shin bones, lights and med.....	125.00 @ 135.00
Flat shin bones, heavies.....	75.00 @ 80.00
Flat shin bones, lights and med.....	60.00 @ 65.00
Thigh bones, heavies.....	125.00 @ 130.00
Thigh bones, lights and med.....	120.00 @ 125.00
Buttock bones.....	55.00 @ 60.00
Skulls, jaws and knuckles.....	33.00 @ 35.00
Rejected mfg. bones.....	48.00 @ 50.00

Note—Foreign horns, hoofs and bones must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight, packed in double bags and cases, also well and favorably known to foreign and domestic manufacturers.

## LARD (Unrefined).

Prime, steam, cash, tierces.....	11.10
Prime, steam, loose.....	@10.00
Leaf, raw.....	@10.50
Neutral lard.....	@12.00

## LARD (Refined).

Pure lard, kettle rendered, per lb., tcs.....	@12.25
Pure lard, tierces.....	@11.75
Compound.....	@12.00
Barrels, 1/2c over tierces; half barrels, 1/2c over tierces; tubs and pails, 10 to 80 lbs., 1/2c to 1c over tierces.	

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	10 1/2 @11
Oleo stock.....	10 @10 1/2
Prime No. 1 oleo oil.....	9 1/2 @10
Prime No. 2 oleo oil.....	9 @9 1/2
No. 3 oleo oil.....	8 1/2 @9
Prime oleo stearine, edible.....	10 1/2 @11
No. 2 oleo stearine, edible.....	10 1/2 @10 1/2

## TALLOW AND GREASES.

Edible tallow.....	7 1/2 @8
Choice country tallow.....	7 @7 1/2
Packers' prime, loose tallow.....	7 @7 1/2
Packers' No. 2 loose tallow.....	5 1/2 @5 1/2
Packers' No. 2 tallow.....	5 @5 1/2
White, choice grease.....	8 @8 1/2
White "A" grease.....	7 1/2 @7 1/2
Yellow grease, 10 to 15 per cent acid.....	5 1/2 @6
Yellow grease, 15 to 30 per cent acid.....	5 1/2 @5 1/2
Brown grease.....	5 1/2 @5 1/2
Crackling grease.....	5 1/2 @6
Bone, naphtha extracted.....	5 @5 1/2
House.....	5 1/2 @5 1/2
Garbage grease, loose.....	4 1/2 @5

## VEGETABLE OILS.

Cottonseed oil—white, deodorized, in bbls.	10 1/2 @ 11 1/2
Yellow, deodorized, in bbls.	10 1/2 @ 10 1/2
P. S. Y., loose, Chicago.	10 1/2 @ 10 1/2
P. S. Y., soap grade, loose.	nom. 9 1/2 @ 10
Soap stock, bbls., concn., 65% f. o. b. Texas.	@ 4 1/2
Linseed oil, loose, per gal.	75 @ 88
Corn oil, loose.	@ 8 1/2
Soya bean oil, seller tank, f. o. b. coast.	8 1/2 @ 9
Cocunut oil, seller tank, f. o. b. coast.	7 1/2 @ 7 3/4

# Retail Section

## HOW PACIFIC COAST MEAT MEN CO-OPERATE

### Why It Was Necessary to Work Together

An Interview with T. A. Armitage.

Decreasing meat consumption in the Pacific Coast states, and the threatened decline in the standard of meat retailing through the growing number of Chinese entering the meat business in California, were large factors in the organization of the Meat Council of Northern California.

These were among the important points brought out in an interview this week with T. A. Armitage, one of the leading meat retailers of San Francisco, Cal., and a member of the executive committee of the Meat Council of Northern California. Mr. Armitage has been touring the continent and has made an interesting study of conditions in meat retailing.

In commenting on different phases of the meat retailers' problems, Mr. Armitage made some instructive suggestions to THE NATIONAL PROVISIONER, which will be published in an early issue.

#### Raising Meat Trade Standards.

Meat retailers in northern California found themselves facing a problem where it was necessary to act in an effective way to put the meat trade on a better basis. They are now engaged in a program of widening the scope of meat inspection in markets. When the council started, very few markets were inspected markets, but the work is going well, and more and more are seeing the advantage of being inspected.

In this way it is hoped to overcome the unfortunate consequences of having the meat business, even in one or two centers, become dominated by Chinese, who do not observe the methods that Americans consider necessary in sanitation and quality of meat products.

The Chinese, says Mr. Armitage, do not pay as much attention to the matter of sanitation, and they have an ability to live on much less than Americans, and are willing to work very long hours. All these things mean that they are able to sell at prices that no American can sell at and maintain quality and service.

By putting through a more rigid standard and educating the public to it this competition of Chinese will be eliminated.

#### Educating Retailers and Consumers.

The educational features of the work of the Meat Council of Northern California are beginning to bear fruit. They are in two directions. One is the education of the retailer and the other the education of the consumer.

In educating the consumer the Meat Council had prepared a very attractive booklet called the "Meat Guide." It had many excellent recipes for meat dishes and was practical. Retailers took to them at once.

Mr. Armitage stated that he had ordered some 500 for his own market and they

were all used up in a few days. He and other retailers mailed them out with their monthly bills. Then they kept a supply on the counters and customers were glad to have an opportunity to get them.

These recipe books give recipes for certain cuts of meat which were not called for as much as they should be. They were the cheaper cuts. By giving these attractive recipes the buying of these cuts was greatly stimulated.

A way in which the meat salesmen helped the retailers in educating themselves in methods of selling meat was worked out and put into practice some six months ago.

The credit for much of the work is due to the butchers' union of San Francisco. They started a school of salesmanship which was attended by boss butchers. It was begun by men who wanted to keep up the standards of the meat trade, and has been a great success. The classes are held one night a week and are attended by about 100 men each time. The boss butchers are among the most enthusiastic ones attending the class.

The effect of the class already has been to enable the salesmen to give better service and in that way they are worth more to their employers.

#### Co-operation in the Trade.

The co-operation that all elements in the meat trade in California are showing is indicated in the "Meat for Health Week" campaign. All wholesalers and provision firms aided and assured in this way the wide distribution of advertising material and the making of good meat displays. Some 100 automobiles were used in this work in San Francisco alone.

To stimulate interest among retailers prizes were offered for meat and advertising displays. In addition the newspapers gave great space to the campaign for greater meat consumption. Many of them ran articles in their household departments. All this work was of much benefit, but the most important results will be seen through a continuous advertising campaign which will be worked out.

All this gave the retailers ideas about sales methods that were of great value. Some of the methods used by retailers in northern California, and which might be put to advantage elsewhere, are to be outlined in a future article by Mr. Armitage.

#### LOCAL AND PERSONAL.

Kimmell & Sons will open a meat market at Farrell, Pa.

M. Gunter has opened a new meat market at Bartlett, Kans.

Wm. Williamson will open a meat market at Fayette City, Pa.

S. S. Luther has sold his meat business at Kellogg, Ida., to John Pedro.

Wm. Thom will open a meat market in the Ott building, Ritzville, Wash.

L. Nepil will open a meat market at 6418 West 22nd street, Cicero, Ill.

E. C. Larimer will add a meat market to his grocery store at Florence, Neb.

E. L. Jordan has sold his meat market at Corning, Kans., to R. E. Kempin.

Wm. Keeley will open a meat market at 1208 Tenth street, Port Huron, Mich.

The Hentzen meat market, Seward, Neb., was damaged by fire recently.

Fred Lanterman has purchased the meat market of L. O. Buzzard, Elkhart, Ill.

Harry Orner and John Abbe will engage in the meat business at Corvallis, Ore.

C. P. Craig will open a meat market at 842 Arlington avenue, New Castle, Pa.

John Campbell has purchased the Lockford meat market at Minneapolis, Kans.

R. D. Jackson will open a meat market at 1016 Congress avenue, Houston, Tex.

Norton & Stoddard have succeeded Chas. Norton in the meat business at Ionia, Mich.

S. F. Dunman will open a meat market at 1531 East 17th street, Indianapolis, Ind.

Harry Hosek will open a meat market at 3618 Columbus avenue, Anderson, Ind.

Chas. Linkelheil has purchased the meat business of E. Bigglestone at Rock Rapids, Iowa.

The meat market of Perkins Bros., Dodgeville, Wis., was recently damaged by fire.

I. M. Coon & Son have purchased the meat business of H. I. Carson at Franklin, Ind.

M. A. Hatfield has purchased the meat market and grocery of M. G. Long at Russell, Iowa.

John Stegman and M. Lloyd have purchased the meat market of Oscar McAtee at Palmer, Kans.

H. L. Raymond will add many improvements to his meat market on West Main street, Corry, Pa.

The Benz Meat Co. has been incorporated at Batesville, Ind., with a capital stock of \$20,000.

Stepp & Duckworth will succeed Cut-singer & Duckworth in the meat business at Edinburg, Ind.

Philip Lang has purchased the meat market of Morris Goldfarb, 590 Farnsworth street, Detroit, Mich.

The McGinnis Market Co. has been incorporated at Pittsburgh, Pa., with a capital stock of \$50,000.

David Miller has purchased the meat business of H. Martzat at 5902 Scovill avenue, Cleveland, Ohio.

Peter B. Holland has purchased the meat market of Harry F. Stickney, 209 East 71st street, Chicago, Ill.

The meat market of Michael Leshock, Tioga and Sheridan streets, Shamokin, Pa., was recently damaged by fire.

The National Meat Market & Grocery Co., Pittsburgh, Pa., has been incorporated with a capital stock of \$5,000 by Frank Gruber.

The Fifth Avenue Meat Co., Helena, Mont., has been incorporated with a capital of \$4,500 by Tom Boukidis and James Hoffman.

The Crescent Meat Market, Inc., Brooklyn, N. Y., has been incorporated with a capital stock of \$2,000 by Peter Kurth, Samuel H. Fine and Julius Fine.

The Fifth Avenue Meat Co. has been incorporated at Helena, Mont., with a capital stock of \$50,000 by Jas. M. Johnson, J. E. Johnson and John F. Johnson.



## Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### PRACTICAL AND ECONOMICAL SUGGESTIONS FOR BUYING MEAT.

(EDITOR'S NOTE.—This is part of a radio talk given on August 16 from station WEAF, New York City, by W. A. Johns, manager of Swift & Company, Jersey City, N. J. Its points are so practical that retailers can well take advantage of them in educating their customers.)

When you sit down to plan a real dinner, the first thing you think about is the meat. Isn't that true? Surely, because the meat is the foundation of every good dinner.

With the meat planned, the rest of the meal naturally plans itself. Certain foods seem to go with certain meat dishes—roast pork, apple sauce, browned potatoes, a fresh salad and a tasty dessert, and you're all ready to shop.

Once you try it, see how easy it is to plan menus? Meat has a very important place in the daily order.

#### Steaks and Roasts.

Taking beef first:

Of course, a sirloin or porterhouse steak with French fried potatoes and frizzled onions is hard to beat, but naturally it is expensive.

The common fallacy of the buying public is that steaks and chops are the quickest and best cuts of meats to cook for the warm weather. Granted that they are the quickest, that is all that can be said for them. On the other hand, fried meats take longer to digest and are far more expensive than other cuts of meats that we can enumerate as follows:

A piece of brisket, navel, end of plate or chuck can be cooked in a very short time in a casserole, and then browned in an oven with some potatoes.

Some cuts can be bought in any meat market handling first grade meats at from 10 to 16c a pound, compared with steaks at from 45 to 60 cents a pound.

The same is true of roasts. The most popular, likewise the most expensive cut being known as the first and second rib cuts.

We suggest that the keen housewife ask for a blade roast—taken from the eighth

or ninth rib. Get the butcher to remove the blade, and save a minimum of 10c a pound.

#### How They Rank in Cost.

In general terms, steaks will average high, prime roasts next, flank steak next.

But for real economy we suggest try chucks for boiling, plates; navels and briskets for pot-roasts, and the remainder, such as ox-tails, etc., for soup and soup-stock.

If you have never tried a stuffed ox-heart, go to it!

#### Some Tasty Pork Cuts.

Just at this moment, pork is more reasonable than beef. An average range of prices in retail stores shows pork selling from 9c to 32c per pound, against 16c to 60c for beef.

Will Irwin says nothing can be better than ham and eggs, or bacon and eggs for breakfast, because they are the best, but have you ever tried a baked fresh ham or shoulder?

Have you ever tried baked and stuffed spare ribs? Both of these items are real money savers.

#### The Values in Veal.

Veal comes next in value today. A practical butcher says:

"The purchasing of veal cutlets is a mistake, because the loin and rib chops are far more tender and sweeter, are 25 per cent cheaper than the cost of the cutlets. The breast, shoulder and neck can be prepared in a very short time and very delicious dishes of pot roasts and oven roasting at a saving of 50 per cent."

We recommend for economy's sake boned shoulder and breasts for oven roasts; can be stuffed just like a chicken. Leg, loins and rumps, off the hind-quarter, for oven roasts. Knuckles or shins, for soups or jellied stocks.

#### Save Money in Buying Lamb.

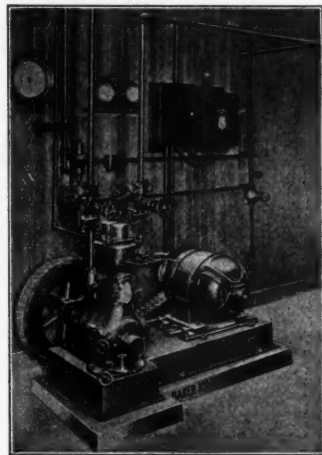
Another practical butcher says: "Lamb chops may cost the housewife 60 to 75 cents per pound." The butcher considers the housewife that buys legs at 38 to 45 cents per pound (a saving of nearly 40 per cent) a very desirable customer.

They can be prepared in other forms than just stews and in less time than chops. He suggests the following menu:

"A suggestion for a fine dish would be breaded breast of lamb prepared as follows: Boil for about 15 minutes, roll in egg and cracker dust or bread crumbs,

(Continued on page 53.)

## BAKER SYSTEM



### Perfect Refrigeration

That's what you need for the preservation of your meats, butter, fruits, vegetables, etc.

You realize that ice is too expensive—too sloppy, and makes your ice box wet and musty. The uneven temperature results in considerable loss to you through meat trimmings and spoilage.

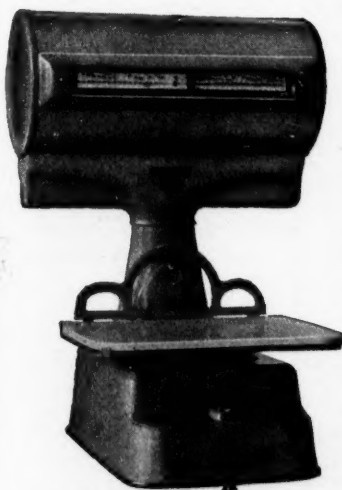
### Install the Baker System Mechanical Refrigeration

Reliable Temperature  
Cheaper Than Ice  
Easy to Operate  
Lasts a Lifetime

With the Baker System you have absolute control of the desired temperature and can cut out the ice bills. A steady and dependable circulation of cold dry air will reduce your loss through spoilage and trimmings—your box will be dry and sanitary.

Write for Bulletin No. 42-D

**Baker Ice Machine Co.**  
Omaha, Neb.



No. 10 Short Column

Same QUALITY—Same FEATURES. With electric or reflector attachment.

## BARNES SHORT COLUMN SCALES FOR REFRIGERATED COUNTERS

The Barnes Short Column is 2½ inches lower than our Regular, so that when it is set up on a refrigerated counter or any other high counter the reading line will be at the level of the merchant's eye. This does away with the disagreeable feature of having to look up at the chart or standing on a platform to be at the correct height.

**BARNES SCALE CO.**  
Detroit, Michigan

For Sausage Makers

**BELL'S**

Patent Parchment Lined

**SAUSAGE  
BAGS**

and

**SAUSAGE  
SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**  
BOSTON MASS.

# New York Section

J. J. Wilke, Wilson & Company, Chicago, was a visitor to the city this week.

Peter Schillo, a member of the Brooklyn Branch, United Master Butchers of America, died last week.

D. A. Wagner, general beef man in the New York district for the Cudahy Packing Company, is on a vacation.

J. Smith of the New York Butchers' Supply Company, Inc., is making a two-weeks' business trip through Boston and vicinity.

Leo Trilling, sales manager of the A. C. Wicke Manufacturing Company, has returned from a short vacation, which he spent visiting his wife.

Lester Armour, treasurer, F. W. Croll, and Assistant Treasurer P. L. Reid, Armour and Company, Chicago, were in New York during the week.

The New York City group of the Butchers' & Packers' Supply Association will hold their first fall meeting at the Opera Cafe, 34th street and 8th avenue, New York City, on Monday, September 17th. This will be the first meeting after the summer vacations, and it is hoped that all the members will be present, as many matters of importance will be discussed.

F. D. Dudley, of the New York central office of Swift & Company, is spending a two-weeks' vacation in Boston, and F. D. Foog of the small stock department is spending a two-weeks' vacation touring the Berkshires.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending August 18, 1923, on shipments sold out ranged from 8.50 cents to 20.00 cents per pound, and averaged 16.06 cents per pound.

The sympathy of the Ladies' Auxiliary, United Master Butchers of America, is extended to Mrs. Charles Hembt, their corresponding secretary, in her recent bereavement. All the members know of Mrs. Hembt's great devotion to her father.

August H. Freund, president of the Western Sausage & Provision Company, has just returned from a month's vacation spent in the Adirondacks. This is the first vacation Mr. Freund has had in ten years, and was more or less in the nature of a test. He is anticipating a two-months' trip to Europe in October, and desired to see if the business could get along without him. "They showed the boss up," said Mr. Freund. In other words, he will be able to go to Europe and not have to worry about the business.

John J. Doheny, assistant in marketing live stock and meats, U. S. Department of Agriculture, Boston, was a visitor to New York last week. Mr. Doheny was formerly located in New York and wishes to be remembered to his old friends, especially the ladies.

R. W. Neuburger, better known among the trade as "Cyclone Bobby," president of the New York Butchers' Supply Co., Inc., and secretary of the New York City group of the National Butchers' and Packers' Supply Association, is spending a three-weeks' vacation at Tenannah Lake House, Roscoe, New York.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending August 18, 1923: Meat—Manhattan, 2,417 lbs.; Brooklyn, 9 lbs.; total, 2,426 lbs. Fish—Brooklyn, 7 lbs. Poultry and game—Manhattan, 1,292 lbs.

A. H. Benjamin, representing Compania Sansinena de Carnes Congeladas, has just returned from a trip to Europe. In speaking about his opinion of the situation he stated that conditions are very bad, and they are being made worse by prolonging the settlement. England, who has contracted to pay us a big debt, says Mr. Benjamin, is now becoming affected by the general conditions. Trade conditions can be improved only by America intervening or suggesting a compromise, is Mr. Benjamin's opinion.



STUDENTS OF COOKERY LEARN VALUE OF MEAT CUTS

E. P. Arnold, of Wilson & Company, New York City, demonstrating the various wholesale cuts to students of marketing and cookery of Teachers' College, at a recent meat cutting demonstration held at the Wilson plant, 816 First avenue, under the auspices of the New York Meat Council.



**BUTCHERS ON BOX WEIGHTS.**

At the meeting of Ye Olde New York Branch, United Master Butchers of America, held last Tuesday evening the committee on compensation insurance reported they were preparing to get busy after Labor Day, and that letters were being written to the various branches asking them to send in the names of their representatives who are to act on this committee.

The matter of box weight shortage on meats was taken up and discussed in detail, the members giving their personal experiences. It was found that one of the large packers was shipping pork loins into the New York market weighed before wrapping, and it was hoped that all the members of the Institute of American Meat Packers would follow this example.

Chas. Lewis was appointed secretary to fill the unexpired term of the late Wm. H. Hornidge. This Branch is sending out a very interesting little pamphlet giving the reasons and advantages of membership.

**NEW RULES ON LIVE POULTRY.**

New rules regarding dealers entitled to deal in poultry and forbidding the sale of overcropped poultry in New York City were recently adopted by the Board of Health of the Department of Health of New York. The following resolution was passed:

**RESOLVED**, That the Regulations Governing the Sale of Live Poultry, and relating to Section 19 of the Sanitary Code, be and the same are hereby amended by the adoption of two new regulations to be known as regulations 13 and 14, to read as follows:

Regulation 13. Not to be sold except to those holding permits to handle.—No live poultry, in crate lots, shall be sold to any person unless such person is authorized to handle and deal in live poultry by permit granted for that purpose by the Board of Health.

Regulation 14. No overcropped poultry or poultry dying by other than slaughter to be kept, etc.—No poultry which is overcropped or which has died other than by slaughter, shall be brought into the City of New York, or be held, kept, sold or offered for sale therein.

**HINTS FOR MEAT CUSTOMERS.**

(Continued from page 51.)

then bake in the oven for about 15 minutes, serve with tomato sauce. These breasts can be purchased for 10 cents a pound compared with the price of chops at 60 to 75 cents a pound.

"This economy speaks for itself. For a Sunday roast, the housewife could place an order with any local butcher for a short forequarter of lamb boned and tied and purchased the same for one-third less than cost of a leg."

A breast can be boned and stuffed just like a chicken at a saving of 40 per cent.

An old French chef says: "The use of a solid piece of glass—for instance, an old-fashioned salt cellar—facilitates cooking of meats and vegetables, glass having a tendency to draw both heat and cold. Foodstuffs in the process of boiling can be cooked in almost half the time by the aid of the heat gained from the glass."

In conclusion, may we say that we cannot buy to advantage without a knowledge of cuts. It should be common knowledge where the round, or loin end, or flank or plate, or chuck or fore shank come from. Therefore the customer should have a chart which the retailer or packer can supply.

## The Hildebrandt Revolving Smoke House



Illustration of Type A-8

Produces  
a uniform heat,  
smoke and color.

This assures a high  
grade quality smoked  
meat and increases the  
market value.

The "Hildebrandt System" is positively a continuous operation. The conveyor mechanism passes upward over top sprockets and down the opposite side, meat products being removed from Smoke House on the same floor from which it is loaded, or it can be loaded on one floor and unloaded on any floor or position required.

Any kind of Sausage or Cottage Hams can be uniformly smoked in the

Hildebrandt Revolving  
Smoke House.

Saves 100% to 500% in  
floor space.

**BUILT IN TWO TYPES:**

Type A-8—Carries the sausage sticks only—Capacity (app.) 1,000 lbs. to 1,200 lbs. per hour.  
Type A-9—Carries the sausage cages attached rigidly to chain with rail attachment in the center for carrying ham and bacon cages. Sausage sticks can be placed on the cages in this house.

Detailed description and information on request.

Address

## The Packers Machinery & Equipment Co.

1400 West 47th Street  
CHICAGO, ILLINOIS

1519 N. Eden St.  
BALTIMORE, MD.

**RETAIL FOOD PRICE CHANGES.**

The retail food study issued by the U. S. Department of Labor, through the Bureau of Labor Statistics, shows that there was an increase of 2 per cent in the retail cost of food to the average family in July, 1923, as compared with June, 1923.

During the month from June 15, 1923, to July 15, 1923, the following articles increased in price: Pork chops, 4 per cent; round steak, 3 per cent; sirloin steak, rib roast, chuck roast and plate beef, 2 per cent; ham, 1 per cent. Bacon, cheese and vegetable lard substitute less than five-tenths of 1 per cent.

Some articles decreased in price as follows: Hens and butter, 2 per cent; leg of lamb and lard, 1 per cent; nut margarin decreased less than five-tenths of 1 per cent.

Oleomargarine showed no change in price during the month.

For the year period, July 15, 1922, to July 15, 1923, the increase in all articles of food combined, was 4 per cent.

For the 10-year period, July 15, 1913, to July 15, 1923, the increase in all articles of food combined, was 48 per cent.

**SERVICE.**

The paramount feature of every aggressive business is "SERVICE," first, last and always. You simply cannot get away from the plain truth. The consumer demands "service" from the retailer regardless of the nature of his business, and the retailer in turn, justly demands it from his source of supply. It applies not only to firms in general, but to their various plants, departments and branches, each of these divisions involving individuals who are specialists in their particular capacity.

Ask and demand only what we would be willing to grant ourselves. Our attitude to our customers should be honest and sincere, for they have to trust us with much. I can see no business where dishonesty and lack of character can do more evil than in the meat business.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium to choice.....	9.00@11.85
Cows, common to choice.....	1.50@ 7.00
Bulls, common to choice.....	4.00@ 7.00

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	16.00@16.50
Shepe, ewes, prime, 100 lbs.....	10.50@14.50
Calves, veal, culls, per 100 lbs.....	8.00@ 9.50

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	14.75@15.00
Shepe, ewes, prime, 100 lbs.....	6.75@ 7.00
Sheep, ewes, common to good, 100 lbs...	4.00@ 6.50

## LIVE HOGS.

Hogs, heavy.....	8 3/4 @ 9 1/2
Hogs, medium.....	9.50@9.65
Hogs, 140 lbs.....	9.65@9.75
Pigs, under 70 lbs.....	9 1/4 @ 9 1/2
Broughs.....	6 @ 6 1/2

## DRESSED BEEF.

### CITY DRESSED.

Choice, navy.....	20 @21
Choice, native, light.....	21 @21
Native, common to fair.....	17 @19

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	20 @21
Native choice yearlings, 400@600 lbs.....	20 @21
Western steers, 600@800 lbs.....	16 @17 1/2
Texas steers, 400@600 lbs.....	10 @13
Good to choice heifers.....	17 @18 1/2
Choice cows.....	13 @14
Common to fair cows.....	8 @ 9
Fresh bologna bulls.....	7 1/2 @ 8

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@23	26 @28
No. 2 ribs.....	@19	@25
No. 3 ribs.....	@13	23 @24
No. 1 loins.....	@32	34 @36
No. 2 loins.....	@23	30 @32
No. 3 loins.....	@13	28 @30
No. 1 hinds and ribs.....	@28	26 @28
No. 2 hinds and ribs.....	23	24 25 1/2
No. 3 hinds and ribs.....	19	20 22 @23 1/2
No. 1 rounds.....	21	22 20 @21
No. 2 rounds.....	14	15 18 @19
No. 3 rounds.....	13	14 16 @17
No. 1 chucks.....	14	15 14 @15
No. 2 chucks.....		@11 12 @13
No. 3 chucks.....	7	@ 8 10 @11
Bolognas.....	@ 6	9 1/4 @10 1/2
Rolls, reg., 6@8 lbs. avg.....		22 @23
Rolls, reg., 4@6 lbs. avg.....		17 @18
Tenderloins, 4@5 lbs. avg.....		60 @70
Tenderloins, 5@6 lbs. avg.....		80 @90
Shoulder clods.....		10 @11

## DRESSED CALVES.

Prime.....	22 @23
Choice.....	20 @21
Good.....	18 @19
Medium.....	15 @17
Common.....	13 @14

## DRESSED HOGS.

Hogs, heavy.....	@13
Hogs, 180 lbs.....	@13 1/4
Hogs, 400 lbs.....	@13 3/4
Hogs, 140 lbs.....	@14
Pigs, 80 lbs.....	@14

## DRESSED SHEEP AND LAMBS.

Lambs, choice winters.....	31 @32
Lambs, genuine spring.....	31 @32
Lambs, poor grade.....	24 @30
Sheep, choice.....	20 @22
Sheep, medium to good.....	17 @19
Sheep, culls.....	13 @16

## SMOKED MEATS.

Hams, 8@10 lbs. avg.....	22 @23
Hams, 10@12 lbs. avg.....	21 @22
Hams, 12@14 lbs. avg.....	20 @21
Picnics, 4@6 lbs. average.....	13 @14
Picnics, 6@8 lbs. avg.....	12 @13
Rowlettes, 6@8 lb. avg., per lb.....	14 @15
Beef tongue, light.....	35 @40
Beef tongue, heavy.....	43 @45
Bacon, boneless, Western.....	22 @23
Bacon, boneless, city.....	22 @23
Pickled bellies, 10@12 lbs. avg.....	16 @17

## FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.....	22 @23
Fresh pork tenderloins.....	50 @51
Frozen pork loins, 10@12 lbs. avg.....	18 @19
Frozen pork tenderloins.....	38 @40
Shoulders, city, 10@12 lbs. avg.....	13 @14
Shoulders, Western, 10@12 lbs. avg.....	12 @13
Butts, boneless, Western.....	17 @18
Butts, regular, Western.....	13 @14
Fresh hams, city, 8@10 lbs. avg.....	22 @23
Fresh hams, Western, 10@12 lbs. avg.....	20 @21
Fresh picnic hams, Western, 6@8 lbs. avg.....	11 @12
Extra lean pork trimmings.....	14 @15
Regular pork trimmings, 60% lean.....	8 @ 9
Fresh spare ribs.....	8 @ 9
Raw leaf lard.....	12 @13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	175.00@195.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	115.00@120.00
Black hooft, per ton.....	40.00@ 50.00
Striped hooft, per ton.....	40.00@ 50.00
White hooft, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed.....	@30c a pound
Fresh steer tongues, L. C. trim'd.....	@38c a pound
Calves, heads, scalded.....	@65c a place
Sweetbreads, veal.....	@75c a pair
Sweetbreads, beef.....	@55c a pound
Beef kidneys.....	@16c a pound
Mutton kidneys.....	@ 8c each
Livers, beef.....	@14c a pound
Oxtails.....	@10c each
Hearts, beef.....	@ 6c a pound
Beef hanging tenders.....	@15c a pound
Lamb fries.....	@10c a pair

## BUTCHER'S FAT.

Shopfat.....	@ 2
Breast fat.....	@ 3 1/2
Edible suet.....	@ 5
Cond. suet.....	@ 4
Bones.....	@25

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14	17
Pepper, Sing., black.....	11	14
Pepper, red.....	19	23
Allspice.....	6	9
Cinnamon.....	12	16
Coriander.....	11	14
Cloves.....	32	37
Ginger.....	18	21
Mace.....	55	60

## CURING MATERIALS.

	Bbls.	per lb.
In lots of less than 25 bbls.....	6 1/2	6 1/2
Double refined saltpetre, granulated.....	7 1/2	7 1/2
Double refined saltpetre, small crystals.....	4 1/2	4 1/2
Double refined nitrate soda, granulated.....	5 1/2	5 1/2
Double refined nitrate soda, crystals.....	5 1/2	5 1/2
In 25 barrel lots:		
Double refined saltpetre, granulated.....	6 1/2	6 1/2
Double refined saltpetre, small crystals.....	7 1/2	7 1/2
Double refined nitrate soda, granulated.....	4 1/2	4 1/2
Double refined nitrate soda, crystals.....	5 1/2	5 1/2
Carload lots:		
Double refined nitrate of soda, granulated.....	4 1/2	4 1/2
Double refined nitrate of soda, crystals.....	5 1/2	5 1/2

## GREEN CALFSKINS.

	5-9	9 1/4-12 1/2	12 1/2-14	14-18	18 lbs.
Prime No. 1 veals.....	1.8	2.10	2.20	2.45	3.20
Prime No. 2 veals.....	1.6	1.90	1.95	2.20	2.95
Buttermilk No. 1.....	1.5	1.80	1.85	2.10	....
Buttermilk No. 2.....	1.3	1.60	1.60	1.85	....
Branded grubby.....	1.0	1.10	1.20	1.35	1.80
No.3.....	At value				

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 66 lbs. and over to dozen, lb.....	29 @30
Western, 48 to 54 lbs. to dozen, lb.....	27 @28
Western, 43 to 47 lbs. to dozen, lb.....	25 @26
Western, 36 to 42 lbs. to dozen, lb.....	24 @25
Western, 30 to 35 lbs. to dozen, lb.....	21 @22

### Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 66 lbs. and over to dozen, lb.....	27 @28
Western, 48 to 54 lbs. to dozen, lb.....	25 @27
Western, 43 to 47 lbs. to dozen, lb.....	23 @25
Western, 36 to 42 lbs. to dozen, lb.....	22 @24
Western, 30 to 35 lbs. to dozen, lb.....	20 @21

### Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.....	24 @24
Western, dry packed, 4 1/2 lbs. each, lb.....	22 @24
Western, dry packed, 3 1/2 lbs. each, lb.....	19 @21
Western, dry packed, 3 lbs. and over, lb.....	18 @19

### Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry picked, boxes.....	15 @17
Western, scalded, bbls.....	14 @15

### Ducks—

Long Island, per lb., bbls.....	25
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### Squabs—

White, 12 lbs. to doz., per doz.....	7.50@8.50
White, 10 lbs. to doz., per doz.....	6.00@6.50
Culls, per doz.....	75 1.25

## LIVE POULTRY.

Broilers, via express.....	@30
Old roosters, via freight.....	@16
Ducks, western, via freight.....	@22
Turkeys, hens, via express.....	@..
Geese, via freight.....	@16
Pigeons, per pair, via freight or express.....	@30
Guineas, per pair, via freight or express.....	@70

## BUTTER.

Creamery, extras (92 score).....	44 1/2 @45
Creamery, firsts.....	42 1/2 @44
Creamery, seconds.....	39 @40
Creamery, lower grades.....	37 @38 1/2

## EGGS.

Fresh gathered, extra fancy, per doz.....	35 @37
Fresh gathered, extra firsts.....	31 @34
Fresh gathered, firsts.....	28 @30
Fresh gathered, checks, fair to choice, dry.....	21 @23 1/2
Fresh gathered, dirties, reg. packed, No. 1.....	22 @24

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	3.20 @ 3.25
Ammonium sulphate, double bags, per 100 lbs., f. a. s., New York.....	@ 3.35
Blood, dried, 15-16% per unit.....	@ 3.90
Fish scrap, dried, 11% ammonia, 15% B. P. L., delivered Baltimore.....	3.95 and 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.00 and 50c
Soda nitrate, in bags, 100 lbs., spot.....	@ 2.45
Soda nitrate, in bags, futures.....	2.45 @ 2.60
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	3.00 and 10c
Tankage, unground, 9-10% ammonia.....	3.25 and 10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags per ton.....	@32.00
Bone meal, raw, 4 1/2 and 50 bags per ton.....	@39.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 8.50

#### Potash.

Kalnit, 12.4% bulk, per ton.....	@ 7.22
Manure salt, 20% bulk, per ton.....	@10.55
Muriate, in bags, basis 80%, per ton.....	@34.55
Sulphate, basis 90% bags, ton.....	@48.67

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of August 10 to August 16, 1923:

	August	August	August	August	August
	10.	11.	13.	14.	15.
Chicago.....	42	42	42	42 1/2	43
New York.....	43 1/2	43 1/2	44	44	44
Boston.....	43 1/2	43 1/2	44	44	44 1/2
Phila.....	44 1/2	44 1/2	45	45	45

Wholesale prices of carlots, fresh centralized butter, 90 score, Chicago:

	August	August	August	August	August
	10.	11.	13.	14.	15.
Chicago.....	41 1/2	42	42 1/2	42 1/2	42 1/2

### Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1923.
Chicago.....	36,534	36,885	2,057,123	1,984,651
New York.....	53,424	41,050	2,288,702	2,285,216
Boston.....	14,487	15,647	832,520	832,788
Phila.....	9,870	9,747	615,094	601,581
Total.....	114,324	103,129	5,793,529	5,704,236

### Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Aug. 16.	Cor. day of week, 1922.
Chicago.....	97,703	226,062	17,117,051	27,510,381
New York.....	99,974	224,308	17,020,767	17,806,815
Boston.....	98,178	90,159	11,807,696	13,306,403
Phila.....	46,278	95,062	5,050,981	4,518,502
Total.....	342,133	606,191	50,996,495	63,143,101



23.

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.50  
.25

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2  
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4  
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1/2

1/4

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